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International Commerce

June 3, 1963

Business Bulletins *from around the world*

AFGHANISTAN—Government establishes official exchange rate of 45 afghanis to $1 on recommendation of International Monetary Fund. Official rate applicable for major exports and imports. Free market rate (currently fluctuating between 50 and 55 afghanis to $1) applicable for other transactions, including most private imports.

BELGIUM—Management consultant firm, Robert Heller & Associates, establishes Brussels liaison office to coordinate Belgian activities of Paris-based staff.

Data available on department and chain-store retail sales indicate March 1963 results exceeded March 1962 levels. Clothing sales gained, but household appliances and furnishings fell. Partial April results point to possible 10% improvement over April 1962.

BRAZIL—Total coffee exports in current coffee marketing year (July 1, 1962-Apr. 30, 1963) were 14,387,696 bags compared to 15,106,190 bags in same period last year.

CHILE—Cost of living continues to rise. Index in April was 2.5% above March figure. In past 12 months, index has risen 41.3%.

CONGO (Brazzaville)—Societe Congolaise de Conservation et de Congelation (SOCOFROID), partially owned by Star-Kist, Inc., to build cold-storage and freezing plant at Pointe Noire. Daily fish-freezing and ice-producing capacities, 50 and 20 metric tons respectively; cold storage capacity, 1,500 metric tons.

COSTA RICA—Legislature ratifies Regional Agreement for Temporary Importation of Vehicles by Highway, signed at El Salvador in November 1956. Treaty provides for standardizing customs regulations to facilitate movement of private and non-scheduled commercial vehicles in Central America.

FRANCE—Consolidated Bowling Corporation, New York, sets up "Bowling France," Paris. Firm is capitalized at $20,000.

Elastic Stop Nut Corporation of America, Union, N.J., in joint venture with Simmonds, near Paris, for making auto and aircraft nuts.

Electronics Corporation of America, Cambridge, Mass., establishes "Electronics Corporation of America—France," Paris, producing components for safety appliances.

Harsco Corporation, Harrisburg, Pa., forms partnership with Entreprise Gagneraud, Paris, to manufacture iron and steel products under name "Gagneraud—Heckett." Capital $30,000.

INDIA—Conversion of Bhadravati, Mysore, iron and steel mill into special-alloy steel plant being discussed with collaborators in Austria.

Government may undertake feasibility study on transporting coal by pipeline.

ITALY—Preparations began in early May for constructing thermal-electric power plant at Ostiglia (Province of Mantova). Plant to cost about $24 million and be completed in spring of 1967.

JAPAN—In first large-scale consumer financing in country, Toyota Motor Co. and Toyota Motor Sales Co. reach agreement with Tokai, Mitsui, and Sanwa Banks under which Toyota cars can be bought on installment plan in major cities. Fifty-one savings institutions in prefectures of Aichi, Gifu, Mie, and Shizuoka will also participate. These new car loans, guaranteed to banks by Toyota Motor Sales, can be repaid in 6, 12, 18, or 24 months with interest at 6% per annum on unpaid balance.

Tokai Bank also announces that under similar arrangements with Kawai Musical Instruments and Nihon Gakki, makers of Yamaha pianos, loans for purchasing home pianos are available and that at later date it expects to extend consumer installment-financing to prefabricated houses.

LEBANON—Import licenses are no longer required for malt extract, wooden doors and windows, gasometers, patent leather, and metal frames of doors and windows.

Freed from export licensing are salted butter, walnuts, pine nuts, rice, straw, beet sugar, malt extract, Egyptian cotton, copper locks and bolts, copper and iron fittings, and matches.

NETHERLANDS—Delft Reactor Institute officially opened by Prime Minister. All Dutch universities may participate in program of research and training for application of nuclear energy in various scientific fields. Institute's 100-kilowatt swimming-pool reactor also in operation.

Output of Caltex Nederland refinery at Pernis will be increased to 80,000 barrels daily, according to recent announcement. Boost made possible by adaptation of Caltex's cracking plant for processing crude oil.

SWEDEN—According to published figures, capital imports in first quarter of 1963 were valued at 185.1 million crowns ($37.2 million) as compared with 100.2 million crowns ($20 million) in first quarter of 1962. Capital exports were 128 million crowns ($25.6 million) in first quarter of 1963 and 104.9 million crowns ($20.9 million) in first quarter of 1962.

SWITZERLAND — National airline, Swissair, concludes one-year agreement with U.S. freight carrier, Seaboard World Airlines, for transporting cargo between Switzerland and U.S. Swissair to hold firmly booked freight space on two of Seaboard's weekly North Atlantic all-cargo flights.

Construction plans for 1963, most ambitious in Swiss history, call for expenditures of $904 million in public and $2.6 billion in private sector.

WEST GERMANY—Weber Showcase & Fixture Co., Ltd., of Los Angeles, California, specializing in supermarket design and equipment, establishes its first European subsidiary at Essen, in German Ruhr area.

American group acquires substantial interest in beverage sales company of Quellen-Lehnig at Eschwege in Hesse. Firm has developed novel methods of marketing soft and other drinks in Germany. Firm also started making fruit drinks a few years ago.

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the cover

American-made consumer goods —like the frying pan being examined by Trade Mission member Sam G. Adler, Jr.—have a definite appeal to Dutch shoppers, a group of U.S. businessmen learned during a Netherlands tour. Their report starts on page 4.

International Commerce

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June 3, 1963 Volume 69, Number 22

Special Reports

Plan mission to Far East
Pages 2-3

Netherlands trade mission
Pages 4-12

FEATURES

13 Calendar for exporters

TRADE FAIRS AND CENTERS

14 Chicago fair to have displays for foreign buyers
14 Frankfurt show's sales total $375,000
14 Transportation fair to be held in Munich
15 Tokyo trade center report
16 Cambodians throng Phnom Penh fair

WORLDWIDE BUSINESS OUTLOOK

17 New foreign credits aid Argentina
19 FCIA finds export premium rates cut as much as 50%

U.S. GOVERNMENT ACTIONS

20 One U.S., 3 British firms lose export rights
21 Approved exports to Soviet bloc up in first quarter

FOREIGN GOVERNMENT ACTIONS

22 Ethiopia's tariff hikes bear lightly on U.S. goods
22 India sets large import quota for books, magazines

INVESTMENT OPPORTUNITIES

23 Many Netherlands firms offer or seek business tie-ups
24 Colombian meat packing industry potential cited

WORLD TRADE OPPORTUNITIES

25 Several countries ask bids on variety of projects
26 Leads for exporters
36 International representation
37 Leads for importers
39 Construction projects
39 New trade lists
40 Visiting buyers

Mission to Far East

To promote U.S. exports to Malaysia and Hong Kong; scheduled for Oct. 5 to Nov. 9

The Department of Commerce has scheduled a Trade Mission to Malaysia and Hong Kong October 5—November 9, 1963. The Mission will be comprised of 5 U.S. businessmen with specially selected backgrounds of experience and 2 officials of the Department of Commerce serving as Team Director and Trade Development Officer.

Its purpose will be to promote U.S. exports through the direct sale of U.S. products and through the establishment of agencies and distributorships. Opportunities will also be sought for U.S. businessmen for profitable joint-venture operations, licensing arrangements or direct investment in new enterprises. The Mission Members will also take with them Business Proposals submitted by U.S. firms. (See accompanying article)

The timing of the Mission is particularly favorable since the formation of the new Malaysia Federation is planned for August 1963. This involves Malaya, Singapore and the territories of North Borneo, Brunei and Sarawak.

Opportunities for trade

Economic development plans for the Federation are gaining momentum, and further excellent opportunities for trade and investment are materializing. Lack of import restrictions, ample foreign exchange and a definite desire for products of U.S. factories are real inducements for a concerted effort to strengthen and expand U.S.—Malaysia trading relations and joint business enterprises. The Malaya-Singapore-Borneo area enjoys the highest per capita income in Southeast Asia. U.S. exports to the total area amounted to $83.4 million in 1962—an increase of over 100% from 1959 levels.

Attention to the Hong Kong market will also be given by the Mission where a Trade Information Center will be established for a full week at the Hong Kong City Hall. At the Center, the Mission will conduct private interviews with Hong Kong businessmen expressing an interest in the U.S. Business Proposals publicized by the Trade Mission, or who have Business Proposals of their own to offer. The TIC will also feature a large library of U.S. trade journals, catalogues and directories. Similar Trade Information Centers will also be established at Kuala Lumpur and Singapore.

Large Hong Kong imports

Hong Kong has been one of the largest Eastern markets for U.S. products. Total imports are in the magnitude of $1 billion. In 1962 the U.S. exported merchandise valued at $139 million. This relatively small U.S. share (about 12%) can be substantially increased if more attention is given to the market in the opinion of informed observers. Weakness on the part of U.S. suppliers are reported to be in the granting of credit, advertising, delivery schedules and servicing.

New opportunities for U.S. suppliers include electric appliances, hardware, machinery, textile fabrics, construction materials and electronic equipment.

The composition of the U.S. Marketing and Industrial Development Mission has been determined after careful consideration of the type of business expertise which could be most effective in the Malaysia—Hong Kong area. These considerations included personal consultations with the commercial offices of the U.S. Embassy at Kuala Lumpur and the Consulates General at Singapore and Hong Kong.

Mission members

The Mission will, therefore, include businessmen selected from the fields described in the following paragraphs. Businessmen who qualify and are interested in volunteering their services are invited to make known their availability to the Director, Trade Missions Program, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or to any Department of Commerce Field Office.

Industrial development

Qualified to evaluate existing conditions for establishment of new industrial enterprises, particularly from the standpoint of U.S. investors and suppliers of industrial machinery and equipment. Able to discern potentialities for the establishment of industrial parks and well acquainted with the industrial park complex and use of turnkey or packaged plants. Familiar with methods used to mobilize domestic capital and foreign funds. Conversant with elements of a favorable investment climate and information required by U.S. investors.

Joint venture—licensing

Experienced in the actual development and conclusion of joint-venture or licensing arrangements between U.S. and foreign firms. Familiar with all aspects of joint-venture negotiations including the presentation of the proposal, facts to be included and nature of such argeements. Similarly for licensing, the business terms of such arrangements, the procedure for applying for the license to manufacture U.S. patented or trade marked products, the benefits and problems of manufacturing under license. Generally familiar with U.S. export trade practices, procedures and documentation.

Consumer durable goods

Currently experienced in the purchase and sale of consumer durable goods. Well acquainted with sources of supply, latest innovations and designs of wide range of products, including household hardgoods, electric appliances, hardware, hobbyist tools and "do it yourself" equipment, plumbing supplies, construction materials and sporting equipment including boats and outboard motors. Knowledgeable in methods used to introduce and promote sale of new products and merchandising in general.

Manufacturing equipment

Acquainted with the manufacturing processes of the widest possible range of small scale industries. Able to identify the machinery and equipment required for a variety of such enterprises associated with a developing economy. Aware of the availability of such equipment from U.S. sources of supply, and comparative advantages of U.S. equipment. Acquainted with technical skills required and personnel training programs. Knowledge of availability of packaged plants and licensing arrangements desirable.

Marketing, sales promotion

Familiar with sales promotion techniques and feasibility studies for the widest variety of products. Able to

evaluate market potentials for U.S. products. Fully acquainted with technical aspects of wholesale and retail distribution, organization of sales forces, advertising, and procedures for introduction of new products into market, particularly in the field of consumer goods.

How to submit Business Proposal to Trade Mission

U.S. firms interested in doing business in Malaysia and Hong Kong have new opportunity

The U.S. Marketing and Industrial Development Mission to Malaysia—Hong Kong will take Business Proposals of American firms interested in obtaining trade contacts in the areas to be visited. The closing date for submission of Business Proposals to the Trade Missions Division is August 20th.

U.S. firms with a product or service to sell, those seeking agency or distributor relationships or firms interested in entering into other type business arrangements are invited to participate in this program. In contemplating use of the Business Proposal Service, it is urged that careful consideration be given to the practicality of each particular product or service to the Malaysian—Hong Kong areas.

The Business Proposal submitted will be printed in summary form, without identification or address, in a booklet which will be distributed throughout Malaysia and Hong Kong prior to the arrival of the Mission. Identification will be revealed only to appropriate foreign firms or individuals after consultation with a Mission member in regard to a specific U.S. Proposal. U.S. firms will be provided the names of those firms in Malaysia and Hong Kong which have a definite interest in their Business Proposals in order that follow-up action can be taken.

To submit proposal

To submit a Business Proposals please answer the questions below and submit with two carbon copies to the Director, U.S. Marketing and Industrial Development Mission to Malaysia—Hong Kong, Bureau of International Commerce, Washington 25, D.C. Submit a separate set of proposals for each Trade Information Center (Hong Kong, Kuala Lumpur and Singapore).

❶ What product or service do you wish to sell or offer?

❷ Do you wish to appoint an agent or a distributor or sell directly to the end user? Describe the arrangement you desire and indicate whether you will grant exclusive representation in the country or region. Note: The Trade Mission will not seek a substitute for an established agent.

❸ Are you interested in a joint venture? If so, describe your proposition briefly giving details of products or services to be provided.

❹ Are you interested in licensing a qualified firm to manufacture your product abroad? Provide a description of the agreement you desire.

❺ Do you want to make a direct investment abroad?

❻ Do you wish to import for your own account or act as a commission agent?

❼ What type of firm is best qualified to transact your business?

Each Business Proposal must be accompanied by information such as brochures and other descriptive material in order that the Mission Member can make the most effective sales presentation. Data on the size and scope of your firm, catalogues and price lists are appropriate for this use. Price information should include Cost-Insurance-Freight (CIF) quotations.

If you are representing several firms, you may find it advantageous to submit a separate Business Proposal for each client, with each specified by name and contact.

If your firm offers a wide variety of products, summarize them by commodity groups in your letter.

Printed material on your product or service may be included with your Business Proposal for distribution to firms in Malaysia and Hong Kong. However, no more than fifty single sheets can be shipped abroad for each Business Proposal.

Need current report

Your Business Proposal must be accompanied by one of the following: (1) Department of Commerce Form IA 57 (Registration of U.S. Firms Interested in International Trade or Investment), which may be obtained from your local Department of Commerce Field Office; (2) a current mercantile agency report, or (3) a current bank report.

35 word summary

A booklet containing a summary of all Business Proposals will be distributed in Malaysia and Hong Kong. It is necessary, therefore, that a summary in 35 words or less of each Business Proposal be submitted for inclusion in this booklet, at the time the other information is forwarded to the Department.

Market profile—Singapore

Area: The main island of Singapore and adjacent islets cover about 225 square miles.

Population: 1.7 million in 1962.

Per capita income: Estimated annual income per capita was approximately US$400 in 1961. Average hourly wage for laborers was US$0.27.

Gross national product: US$0.7 billion in 1961 (current prices).

Federation of Malaya

Area: 50.6 thousand square miles (about the size of New York State).

Population: 7.2 million (1961), increasing slightly more than 3% annually. 49% Malay, 38% Chinese, 12% Indians and Pakistani.

Per Capita Income: Annual per capita income estimated at US$ 250 (1960). Average hourly wage rate for laborers in 1961 was US$0.19.

Gross National Product: US$1.9 billion in 1962 (current prices).

Hong Kong

Area: Hong Kong British Crown Colony in Southeast Asia, has an area of 398¼ square miles.

Population: 3.5 million (December 1962), chiefly Chinese, but including about 17,000 foreigners.

Value of foreign trade (1962): Total exports (excluding reexports): $580 million. Total imports: $1.2 billion. Trade with U.S.: imports (cif) $139 million. Highest per capita importer in Asia of American goods. Exports to U.S. (fob): $153 million.

Mission member Jack Gomperts tries grass roots selling

Factory officials show Barnwell their method of inspection

E. W. Barnwell, second from right, at Hispano Suiza plant

U.S. toys in Rotterdam store attract Mission member Sam G. Adler, Jr.

Below—Dutch businessmen being interviewed at Trade Information Center

Above—Mrs. Mildred Andrews examines Dutch man-made fabrics

Trade Gain possible

Netherlands, old U.S. trading partner, provides market for producer, consumer goods

The Netherlands is one of America's oldest trading partners, but this long-standing association should not be taken for granted. Recent trade between the two countries seems to have settled at a high plateau, with U.S. exports other than agricultural products increasing less than 1% in 1962 and exports from the Netherlands showing no appreciable increase during the same period.

The U.S. Trade and Industrial Equipment Mission to the Netherlands, the first of its kind to visit that country, in April took 650 business proposals from American firms as tangible proof to the Dutch community that U.S. business was not taking our traditional trading partnership lightly.

In the many business and official contacts by the Mission during their 4-week stay in the Netherlands, several overall conclusions, aside from those concerned with individual proposals from Dutch firms, were reached:

❶ The market for the sale of U.S. consumer as well as producer goods can be increased; however, the right representation is important in order to develop potentials fruitfully.

❷ U.S. industries seeking distributors will find that their acceptance of reasonable financing of goods shipped will prove secure and successful.

❸ Dutch industry is presently experiencing a shortage of labor. Increased use of automation processes in offices and factories as well as in transportation was evident. Such industry must continue to make more effective use of existing labor sources by increased purchases of automated machinery and equipment —and therein lies a definite potential for the sale of U.S. goods.

Industrial center

The Netherlands continues in its traditional role as a trading and transportation nation and in maintaining its intensive agricultural economy. Modern Holland, however, is rapidly developing into an industrial center. Old established industries such as Fokker, Phillips' Stork, and Unilever are rapidly diversifying and expanding, while new industries covering a wide range of products are developing with banks eager to support new endeavors. Today nearly 45% of Holland's gross national product is derived from its industry.

This rapid growth of industry along with its political stability and excellent Government-business relations continues to increase the overall potential of U.S. sales, especially in quality goods.

Members of the U.S. Mission were: Robert D. Sharpe, Mission Director and Deputy Director, Trade Missions Program, Bureau of International Commerce, Department of Commerce; Mildred Andrews, executive secretary, American Textile Machinery Association; E. W. Barnwell, president, Apex Corp.; Jack Gomperts, president, Calgrex, Inc.; Louis E. Nordholt, vice-president and technical director, Temco, Inc.; Sam G. Adler, Jr., executive vice-president, Adler's Department Store; Walter D. Voelker, consulting engineer and Frederick G. Kessener, Mission Trade Development Officer and Program Officer, Trade Missions Program, BIC.

Netherlands gas industry on verge of vast expansion

Ill-equipped housewife could be insatiable market for U.S. goods; potential is bright, but penetrating market won't be a cakewalk; industries as well as home appliances may be revolutionized

By LOUIS E. NORDHOLT

Vice-President for Engineering, Temco Corp.

The Netherlands, indeed the entire European Economic Community (Common Market), is on the brink of a dynamic expansion in the gas industry. Recent discoveries of large natural gas reserves in Northern Holland's Groningen Province are sparking a new surge of enthusiasm in the Netherland's commercial and industrial community.

LOUIS E. NORDHOLT

This nation, which has traditionally been deficient in natural resources, has suddenly become the possessor of a valuable and timely source of energy that could well revolutionize the average European's concept of comfort heating and kitchen conveniences.

American manufacturers of equipment and supplies for the gas industry would be well advised to take a good look at the market created by this potential industrial revolution. Since being forewarned is to be forearmed, it should be pointed out that penetrating this market is not a part time job to be accomplished by correspondence or simply appointing an export or import agency.

Potential roadblocks

In the first place, approval requirements of the various European countries do not necessarily coincide with the requirements of American agencies, nor do they always coincide with each other. Local approval would be necessary for any sizeable acceptance.

Secondly, there are numerous well-founded, well-managed and well-equipped appliance manufacturers in the Netherlands and other European countries who are well aware of the gas market's potentials. They all have their engineers and designers hard at work getting ready for the anticipated switch to natural gas. Several already have universal approval. Natural gas has been in use for quite a few years in certain limited localities and it is here that some experience has been acquired.

Thirdly, quite a bit of consumer education must be done before American designs will be universally accepted. The European is conservative in his taste and is not inclined to accept innovations. His traditions are deep-rooted. He is willing to change only when convinced that the change is an improvement.

There are 2 American heater manufacturers already active in the Netherlands, one with an assembly plant and the other as licensor to a Dutch firm. Although both of these firms are now producing oil heaters they could convert to gas very quickly.

The brighter side

Now, to the rugged individualists who have not become discouraged up to this point, it must be stated that a little effort and ingenuity could pay off handsomely if properly directed.

The European Economic Community has a total population of 175 million of which 75 million are gainfully employed (versus 68 million in the U.S.). The Netherlands has a labor force in excess of 4 million. Since World War II hourly wages have increased dramatically, creating a new standard of living for millions of workers. This increase should continue for some time because there is a continuing labor shortage throughout Western Europe.

This labor shortage may well make it impossible for local manufacturers to increase their production to keep pace with the increase in demand, thus leaving a gap to be filled from the outside.

There is also a housing shortage in the Netherlands. This shortage must and will be corrected. American manufacturers could spend some valuable time with local architects and builders, selling the advantages and features of American equipment. An all-gas home open to the public might start a revolution among the womenfolk and what better stimulus could any industry have?

The average European kitchen for example, would not be acceptable to an American housewife. For centuries people of even modest means have had servants to work in the kitchen. This is no longer true. Domestic help simply does not exist any more. Now the housewife has taken over, but has still to learn that her kitchen is completely out of date and inadequate. Get these housewives stirred up and you have created an insatiable market.

Now is the time

As always in a development such as this, the question of timing arises, because bad timing could result in a complete loss of effort. The Mission feels that the time is "right now." Even though the Groningen fields will not be fully connected to the present distribution systems for another year or two there is much preliminary work to be done in market analysis, laboratory approval, making the proper connections with Dutch firms or agents, and the million and one other things that must be done before the first sale is made.

By the time this report goes to press new standard gas rates will have been established and it is the concensus that they will be competitive with oil and coal. Since 75% of the Netherland's population lives in municipalities that are already connected to gas supply systems, the gas appliance business is expected to start picking up as soon as the new rates are published.

Even though gas is now available, the old rates are too high to permit extended use for home heating. Coal and oil are being used for this purpose, mostly through the use of room heaters with capacities from 30,000 BTU to 60,000 BTU.

These room heaters look very much like American radiant vented gas heaters. Grey iron castings are used extensively in the construction of these heat-

the author

Mr. Nordholt has specialized in the gas appliances field for 30 years, and has extensive experience with the industrial applications of gas. The Ohio State graduate designed and produced a complete line of glass-lined water heater tanks for Precision Engineering, Inc. This is the second time he has served on a U.S. Trade Mission.

ers. Since the Netherlander likes to see the fire, in the beginning he will probably prefer radiant type heaters with fire proof glass doors or windows.

Central heating rare

Central heating is not unknown but is confined almost entirely to hot water systems. Forced air systems could possibly be sold for new construction, but again it would require intensive selling similar to the progress in Great Britain, where this program is now beginning to show results by an increasing demand for central heat in all new construction.

The natural gas discovery's impact on industry might well be even more spectacular than the impact on home appliances. Industries requiring large quantities of heat energy may consider establishing operations in the northern provinces of the Netherlands. The Dutch Government grants subsidies to selected new industrial establishments in certain parts of those provinces.

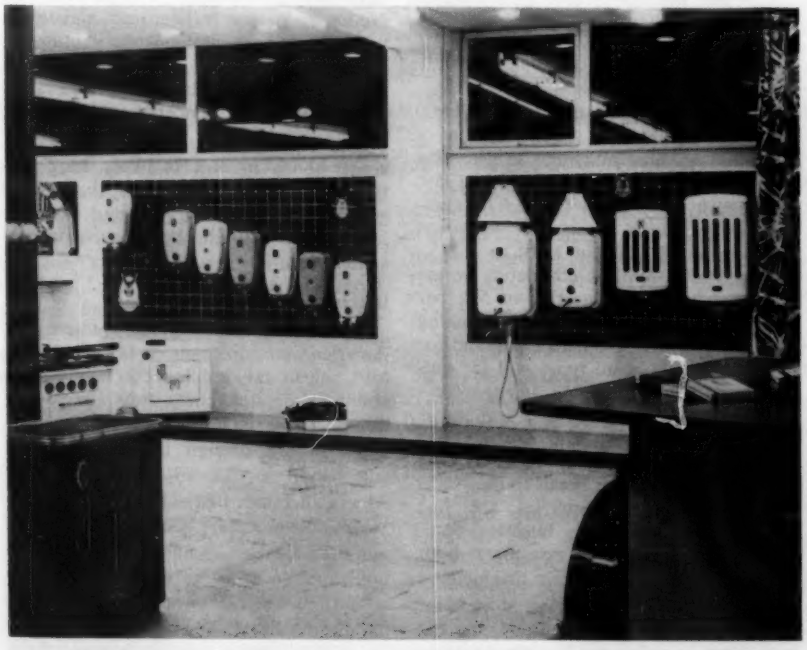
Know the ropes

Dutch businessmen have traditions in foreign commerce that are older than the U.S. Holland's very existence has depended on foreign trade, especially in making finished products from imported raw materials. He is therefore well versed in modern manufacturing and marketing methods.

If inexperienced in the field of international commerce, companies should send representatives to visit the nearest Department of Commerce Field Office to tap the vast reserve of information available of this subject. The Department can supply information on any country in which you may be interested, and in most cases can furnish data on the specific foreign firm or agency you may be negotiating with. The Commerce Department can also acquaint U.S. businessmen with the various means for protecting foreign investment.

The U.S. also has an active Embassy in The Hague, as well as Consulates in Amsterdam and Rotterdam. These agencies are anxious to help American businessmen establish contacts and their knowledge of the local situation can be of inestimable value. They are your representatives. Use them!

This Mission Member would like to suggest that U.S. firms negotiate directly with their Dutch counterparts. You are selling a product involving experience and knowhow, and not a standard commodity like wheat or coal that could be handled by any commission or export agent.



WAITING FOR HOUSEWIVES: Typical European gas and electric water heaters line the walls, while other modern household appliances await inspection by Netherlands housewives at an exhibit in Groningen. Discovery of the Groningen natural gas field has opened new vistas to the energy-hungry Netherlands.

Dutch will import more food as farm share of GNP drops

Hollanders want wider variety, sophistication in diet

By JACK GOMPERTS
President, Calagrex, Inc.

The picture of the Netherlands as a small country populated by quaintly dressed farmers in wooden shoes, tilling below-sea-level soil, admittedly is out of date; but how much that p i c t u r e has changed may not be generally k n o w n.

JACK GOMPERTS

Agriculture accounts for less than 11% of the Dutch gross national product whereas mining and industry contributes 43%. The share of agriculture is likely to decline further as industrial expansion attracts more labor and encroaches upon the available land. Dairying remains the giant of Dutch agriculture, producing 324,000 metric tons of condensed milk and 115,000 metric tons of dry milk. Between 55 and 60% of the world's condensed milk trade originates in Netherlands.

More food imports seen

These figures are impressive but they do not go far toward feeding the population; Hollanders eat well, and want variety in their diet. They will continue to import larger quantities of food. With a higher standard of living than ever before, the Dutch housewife looks for more sophisticated and if necessary more expensive items, although she is still very price-conscious.

U.S. canned fruits, vegetables, and salmon speciality foods, attractively packaged, will be of increasing interest to the Dutch market. For the future, there is no doubt about the increase in frozen food consumption. Both up-to-date store freezer cabinets and home freezer boxes are potential U.S. export items. Because Dutch kitchens are generally small, the popular freezer box size is apt to be about 3 cubic feet.

There is probably not much future in the Netherlands for U.S. frozen chickens. Dutch chicken production is increasing

(66,000 metric tons in 1962) and Holland will be an exporter rather than an importer. The turkey industry, however, by a special effort and advertising campaign might well make the Dutch housewife more turkey conscious.

Retail food distribution in the Netherlands is still in a state of flux. Many modern supermarkets have been built during the past 5 years but they must be close to the heavy population centers, because shopping by automobile is not yet general. Altogether, there are about 23,000 food outlets, including some 3,000 self-service stores, of which 300 are supermarkets. The remaining 20,000 are independent retail grocery stores. In addition, about 80 department stores have substantial food departments.

About 90% of the independent retailers have joined in a voluntary association with wholesalers. The wholesalers in turn belong to 13 different wholesalers' organizations, each having from 10 to 35 members. Some 250 wholesalers service about 20,000 retailers. The average annual turnover of these independent grocers is only about $17,000—no wonder their number has dropped from 30,000 in 1945 to 20,000 today and is expected to diminish as more chain supermarkets are built and shopping by car increases.

A strong, U.S.-type shopping bag is another item that food stores, especially the chains, could use to excellent advantage.

Machinery market

Food packaging machinery will find an increasing market in the Netherlands, not only because of the tight labor supply but also the increasing outlet for Dutch industry in the Common Market. Special mention should be made of the possibility ultimately to change part of the packaging of fluid milk and milk products from glass to cartons. Almost the entire output is now bottled.

the author

Mr. Gomperts has 44 years' experience in food processing and packaging. In addition to serving as President of Calagrex, Inc., an export firm specializing in frozen and dehydrated food products, he is also head of the Pacific Coast purchasing office for all the Scandinavian Cooperatives (Nordisk Andelsforbund California, Inc.).

Mr. Gomperts is on the board of Directors of the California Dried Fruit Export Association, the Netherlands Chamber of Commerce.

Dutch retailers receptive to U.S. consumer goods—if right approach is made

Unlimited horizons seen for enterprising U.S. exporters as Netherlands wages climb and full employment prevails

By SAM G. ADLER, Jr.

Executive Vice-President
Adler's Department Store

American consumer goods of one type or another are wanted for re-sale by the vast majority of Dutch retail establishments. Various categories of goods are already in demand, while others have not been sufficiently pushed to commence tapping the demand waiting to be generated by some good merchandising and direct sales efforts.

SAM G. ADLER, Jr.

With the increase in Dutch wages and practically full employment, the demand for more consumer and luxury consumer goods has unlimited horizons in the Netherlands.

In 1959 the country had 437,000 washing machines; by 1962 there were 1,740,000 washing machines in use. Refrigerator sales were only 63,500 in 1959, rocketing to 245,000 in 1962. The number of registered users of television soared from 391,000 in 1959 to 1,275,000 in 1962. With Netherlands wages increasing at an average rate of 5% per annum and household rents remaining relatively constant, the future demand for consumer goods of all types will far outstrip past demand.

Favorable factors

Ideal conditions exist for increasing sales of U.S. consumer goods to the Netherlands. The two countries are fast friends, and the Dutch business community and the Dutch consumer both are interested in American products.

Competition is "tough" but not as severe as in our home markets. In the United States we are generally faced in our own fields with aggressive competition, comparable in quality, styling, prices, packaging. In the Netherlands consumer-goods competition is not as severe. American manufacturers in many cases can beat the price of competitors in the Dutch market through U.S. technological know-how in production.

Full head of steam

Where price cannot be beaten, American styling, fabric design, coloring, packaging, and quality give the U.S. manufacturer the edge, if—and only if—he will enter into an aggressive and hard-hitting sales campaign.

Such a campaign does not have to be costly but should work towards expanded sales on many fronts: by personal contact; by finding a reputable, capable and hard-hitting importer or agent in the Netherlands; by a licensing agreement with a capable Dutch manufacturer—and there are many; or by entering into a joint venture with a stable, reliable, aggressive Dutch concern.

The biggest share of the Dutch consumer-goods market is likely to go to the manufacturer who gets there first, gives good reliable service, and supports his product with the best merchandising advantages.

In demand

At the moment the greatest interest in American consumer goods is centered on toys, electrical appliances, ladies' and childrens' dresses, coats, suits and sportswear. There is currently a wide price gap between foreign brands of major and small household appliances and American famous brands of these items. Nowhere, however, did the writer see non-branded American electrical household appliances being sold in the Netherlands. These can be sold at prices comparable to those of Dutch manufacture or at the same prices as imports from countries other than the U.S. Such non-branded American appliances would win

Visits 14 cities

The U.S. Trade and Machinery Equipment Mission to the Netherlands visited 14 cities during its stay, April 20 through May 17.

A total of 503 individual interviews were held with Dutch businessmen and 36 plants were visited. The Mission made 1,050 Business Proposal referrals and developed 279 export opportunities for U.S. firms.

Ninety-one Dutch firms were interested in exporting to the United States and 43 were seeking joint venture partners. Of those interviewed, 116 were interested in licensing agreements with U.S. firms.

hands-down due to advanced refinements, styling, coloring, and quality. They could offer the Dutch consumer a better product at prices he can afford.

U.S. toys are well stocked in most stores which carry this type of merchandise. Most in demand are space toys such as kits for rockets, satellites, planes and ships, as well as electronic and educational toys for all ages.

Ladies' and childrens' wear present the largest challenge in consumer goods. There are large varieties in major Dutch stores of such staple U.S. soft goods as brassieres and foundations, and there is a start in lingerie and some piece goods.

High stakes

When it comes to ladies' and childrens' ready-to-wear, the battle is on. In these fields of merchandising, manufacturers must do an educational selling job not only with the Dutch retailer, but also with the Dutch housewife. In most cases, she is not yet prepared to accept rapid changes in styles, colors, and fabrics. When the promotional job is done, these soft lines of U.S. goods will find a good market.

The opportunities are there for those who have vision.

the author

With a lifetime of experience in retail department-store, chain-store and mail-order merchandising, Mr. Adler has served as a management official of major New York, Chicago, and Savannah establishments, handling durable and nondurable goods.

Netherlands offers opportunities for U.S. machinery and processes

Need for more automation seen as expanding markets, continued labor shortages require increased productivity

By EDGAR W. BARNWELL
President, Apex Corp.

The Netherlands offers opportunities in all phases of manufacturing for U.S. know-how, products, equipment, and processes. There is an ever expanding need and preference by the import and sales organizations for U.S. goods and equipment. Holland, with its ports, railways, and canal and trucking facilities can and does supply all of Europe. What better place for the U.S. businessman to consider as the center of his manufacturing or sales and service effort?

EDGAR W. BARNWELL

The country in the past few years has experienced a tremendous industrial upsurge. The business community is burdened by a severe labor shortage while trying to cope with an ever expanding market. With few exceptions, the hardgoods manufacturing community consists of small- to medium-size plants, built and equipped when low-cost labor was plentiful.

This picture has changed drastically in recent years. With new concepts brought about by the European Common Market and expanding opportunities for world trade, the manufacturer is faced with the responsibility of increasing production through the media of automation.

Automation coming

Four Netherlands plants were visited by the writer during the stay of the U.S. Trade Mission. Only one—the DAF automobile plant, Holland's major producer of cars and trucks—had truly automatic or inline transfer equipment as we know it. Even in this beautifully equipped and well managed plant they have not yet found their production quantities high enough to warrant fully automating. Their expectations are that the time is nearing when a combination of labor shortage, costs, and production requirements will necessitate a more fully automatic facility.

The manufacturing community in general is made up predominantly of plants which produce a variety of more or less allied products in low quantity. Larger markets will bring about specialization, increased production requirements, and standards of quality, all of which lead to automatic methods.

Interim process

This overall change may be expected to take place gradually over a period of years, but there are interim processes for the U.S. machine tool industry to consider: numerical controlled machines and electrochemical and electrical discharge machining. The Mission found little evidence of the use of these processes in Holland, in the midst of an urgent need for just this type of equipment which for relatively low investment would relieve many problems of the small- and medium-size manufacturers.

By and large, the businessmen who came to interview the Mission indicated an awareness of the situation plus the willingness to take corrective steps. Those not financially able to expand their plants and product lines were in most instances agreeable to licensing and/or joint venture agreements.

The only area where unused plant capacity exists in Holland today is in the large shipbuilding or marine industry. Representatives and owners alike from the largest shipbuilders who came in for interviews were concerned mainly with securing licenses to manufacture machinery and/or equipment which can be produced by their large facilities. In many instances, where a complementary line of equipment could be found a joint venture would be considered.

U.S. prices not competitive

A surprising lack of U.S.-built machinery and equipment is evident, and at the same time an avowed preference for it because of quality and delivery; but U.S. prices are out of line with those of European manufacturers. Additionally, service availability presents a problem. Therefore it is imperative that the machine tool manufacturer who seriously expects to penetrate the European market establish either manufacturing, as-

sembly, or sales and service facilities abroad.

Living standards, wages, and prices for the next 10 years may be expected to advance at a faster rate than our own and help to close the price gap; however, if the U.S. machine tool manufacturer is to receive his share of the European market before it is too firmly established with other suppliers, he must recognize the opportunity and act now. The U.S. business community cannot afford to wait for economic and political corrective measures.

the author

Mr. Barnwell's firm designs and builds special machinery, tools, fixtures and gages. Mr. Barnwell has a knowledge of a wide range of special and multi-purpose machine tools, including automated processes, based on 28 years of practical and theoretical experience in the machine tool industry. Before establishing the Apex Corporation in 1945, he served in various capacities in the machine tool industry in the Detroit area.

Embassy planning U.S. trade show in Togo capital

Proposed dates are Nov. 6-10, with local merchants invited

Local businessmen in Togo have shown great interest in a trade exhibit of U.S. goods planned for next fall, the U.S. Embassy in Lome reports. The exhibit —tentatively scheduled for Nov. 6-10, 1963, in the auditorium of the United States Information Service—would feature American products loaned by local firms for display as well as samples and brochures from U.S. firms interested in exporting to Togo.

Vital to success of the exhibit would be the availability of Lome cost, insurance, and freight prices for the commodities. These prices would not be displayed on the articles or with promotional materials unless desired, but would be furnished to interested businessmen on a restricted basis by the Embassy officer in charge of the exhibit.

Intereted U.S. firms should write to the Embassy in Lome.

Netherlands textile industry modernization, expansion open market to machine builders

Hard sell needed to overcome traditional barriers, Common Market tariff preferences; production at lowest cost per unit is prime factor for mill operators

By MILDRED ANDREWS

Executive Secretary, American Textile Machinery Association

The textile industry in The Netherlands offers some opportunities for U.S.-built textile machinery, provided the hard sell is used to overcome certain barriers built in by tradition and re-enforced by the tariff preferences of the Common Market.

MILDRED ANDREWS

The textile industry is the fourth in size in this small country, exceeded only by the metalworking, food-drink-tobacco, and chemical industries. There are 160 establishments in the cotton, rayon, and linen group, largely in the Twenthe area. The woolen industry is centered in or near Tilburg with 125 establishments. The knitwear industry has 195 plants; carpet (and bast fiber) weaving has 60 establishments; narrow fabric and lace mills number 40; and there are about 90 miscellaneous plants also in textile manufacture.

Most plants are relatively small, employment for the entire industry totaling 121,400.

The Dutch textile industry imports almost all raw materials, and exports 35% of its total production. The mills are usually established firms, more than a hundred years old, family owned and family managed.

Imports increase

Since 1961, the flow of imports from other countries, largely the Common Market, has increased. This, in addition to loss of the Indonesian export trade, is reflected in a highly competitive Dutch market where textiles produced in the Netherlands became somewhat less attractive when the guilder was revalued in March 1961.

These developments are having a significant effect on investment planning for capital equipment. A pattern is already set for mill mergers that provide either vertical and/or horizontal integration. Building investment in a modern, perfectly lighted, air conditioned, acoustically balanced, one floor modern weaving mill is about 400 guilders (approximately $110) per square meter floor space. Add to this investment the price of about 35,000 guilders ($10,500) per loom. Textile mill mergers have afforded economic relief to the participating Dutch mills, have brought into focus a pooling of technical knowledge, and have made possible modernization in its highest sense.

Dutch textile mills are experiencing increasing labor costs. The average wage is 145 guilders (about $40) per 45-hour week, with each weaver tending 18 to 32 looms, depending on construction, and each fixer tending 50 looms. Three shift operation is throughout the industry.

Labor shortages have resulted in importation of workers from Italy, Spain and Germany. Employment has increased in the Dutch textile industry by more than 20% since 1948.

These factors show clearly that the most efficient machinery that can produce at the lowest cost per unit is the prime requisite for profitable longevity in the Netherlands textile industry. Successful mill operators today are convinced that it is a vital answer to their problems.

Investment in the past 10 years by textile mills has been substantial. Since 1952 more than 500 million guilders (about $100 million) has been spent by cotton spinning and weaving mills. This is modernization and expansion because war damage repairs (new equipment bought under the Marshall Plan) had been completed by that year.

The trend accelerates. In 1960, 223

million guilders was spent. In 1961, the last year for which figures are available, spending was up 20% over the previous year. Official figures from the cotton, rayon, linen group indicate that spinning and weaving equipment investment that year averaged about $400 per worker, compared with about $250 per employee in the U.S. textile industry in 1962, a figure higher than that of 1961.

There are in place today 1,045,000 spindles in this group, and a total of 32,378 looms. Of the latter, only 13,800 are automatic; an additional 4,000 have automatic attachments. Actually, automatic looms are divided as follows: single shuttle, 70%; box looms, 10%; other 20%. It is understood that shortly some 12,000 nonautomatic looms will be replaced by 3,000 to 4,000 automatic looms run on a three-shift basis.

In the woolen division of the industry there are 230,600 spindles and 6,670 looms broken down as follows: 640 automatic looms; 4,500 nonautomatic looms for woolens and worsteds; 590 blanket looms; 240 plush looms; 700 other. Recently several woolen-worsted mills in the Tilburg area have bought (6 each) Belgium-made shuttleless looms designed for worsted weaving; and, at least 20 newly designed Belgium automatic wide carpet looms have been installed.

Write-off for depreciation

The economic necessity for modernization has been defined, and the trend toward machine replacement established. To help this trend along the tax allowances on depreciation are generous.

For capital equipment the write-off may be based on the economic life and need not be based on the technical life of the asset. The depreciation may begin when the contract of sale is concluded. One-third of the purchase price or manufacturing expenses of equipment may be written off at an accelerated rate. The method of writing off a fixed percentage of the purchase price has been widely adopted, the annual depreciation is in principle 8½% per year, and it may be fully applied in the year in which the contract of sale is concluded. In a year in which debts or manufacturing expenses have been incurred in excess of 3,000 guilders (about $900) for acquiring new or improvement of old equipment, an amount of 5% of the expense may be deducted from profit for that first year and the succeeding year. Therefore, capital equipment for textile mills may be fully depreciated within about 5 years.

MODERN TEXTILE FACTORY: Mission member visits mill in operation in the Netherlands. Some 12,000 looms in the cotton, rayon, linen group are expected to be replaced shortly by automatic looms.

U.S. builders at disadvantage

Although this generally favorable climate exists in the Netherlands textile industry, the U.S. machine builders are at a disadvantage compared to European builders serving this market.

Traditionally, Dutch textile mills have purchased, in addition to some equipment produced in this country, machinery from England, Germany, Switzerland, France, and Belgium. Spare parts and maintenance equipment were obtainable on relatively short notice. In the years since World War II the tradition has not changed in any way favorable to the United States because of the geographic nearness of European builders and lower prices at which similar types of machinery are offered (including the difference in shipping costs and duties). Predominant buying is with EEC countries. (England apparently is rapidly losing its one-time foothold in this market.)

U.S. builders of opening, picking, carding equipment find the advantage heavily in favor of Europeans, although it appears that Dutch mills are less inclined to modernize in this area than in others.

Interest in U.S. processes

A great deal of interest is found, however, in the U.S. built duo-card system and the future of the air-card. Throughout the industry there is a good representation of new U.S. built highly efficient machines in the preparatory, spinning, weaving, winding and finishing processes.

Some of the newest U.S. machine developments such as loom winder attachments rapidly are gaining in favor. In the wool division of the industry there is indication of some changeover from conventional systems to the U.S. built cotton-type system for worsteds. Unless some intensive effort is put forth by U.S. machinery builders, however, the traditional Dutch buying pattern will continue. This may involve a complete reevaluation of sales effort which applied to the Dutch market could be applied also in other Common Market countries.

U.S. textile machine builders might consider such a joint sales effort as is practiced in Germany where textile ma-

the author

In her present position for 11 years, Mrs. Andrews serves as liaison between the machinery industry and the textile industry and the Government and its agencies; handles all public relations for the association; and travels to textile areas here and abroad. She is also Manager of the American Textile Machinery Exhibition International to be held in 1965. Previously, Mrs. Andrews was market anaylst on textile commodities for Fieldcrest Mills and The Irving Trust Company of New York.

LBJ GIVES 'E': A Texan firm, Continental Trailways of Dallas, recently received its 'E' award in the 'Travel U.S.A.' field from Lyndon B. Johnson on Washington's Capitol Hill. Shown here are Draper Daniels, National Export Expansion Coordinator; Maurice E. Moore, president of Continental Trailways and Vice President Johnson. A brief story telling how Continental Trailways boosted its travel sales by 53.6% in one year appeared in the May 27th issue of *International Commerce*, page 6.

chine builders have joined forces in two large groups for intensified sales promotion of capital equipment for textile mills. This unified effort has shown great results throughout the Common Market countries and third countries as well.

Gaps to be filled

The opportunity and business climate is favorable. There are bridges to be crossed, however, and gaps to be filled by U.S. machine builders if they are to gain their proper place in the Dutch textile market, for example:

❶ Some of the leading U.S. builders have excellent sales agents in the area. A joint market study of far greater scope than has been undertaken should be made by them more clearly to understand just where machine-price influences modernization planning instead of machine efficiency and lower per unit cost—where habit prevails instead of judgment in efficiency of machine production.

❷ Financing is not the problem in the Netherlands as in some other countries; but Americans dealing with long established reputable Dutch firms could try to establish working arrangements in sales contracts and credit terms such as are offered by European machine builders. European builders, it is understood, accept token payments on machine orders when the contract is closed, and a total of 10% to be paid in the first year, the balance over 2 or 3 years, the maximum 5 years—compared with the U.S. custom of straight letter of credit.

Large Dutch textile firms, however, do not ask for nor require credit other than through their own banking establishments.

U.S. builders should be aware also that agents in the Netherlands will purchase textile equipment outright and refinance for sale there and to other areas.

❸ Dutch capital is being used to build and equip mills in Africa. The custom seems to be to install new equipment in the Netherlands and ship the old to the newly independent countries where it is entirely suitable for the less skilled labor. At least eight extensive operations are owned by Dutch capital, in an equal number of geographic locations. In some instances also Dutch textile capital is working with companies long established in Africa to set up other mills. By this move, Dutch textile mills are expanding their own production where there are labor shortages and an excellent local textile market.

Seek complete U.S. plants

Dutch textile capital also seeks complete textile plants in the United States for shipment to Africa. This is Dutch business but it offers an opportunity for U.S. builders to sell new equipment to a U.S. mill on a sort of trade-in basis, and later to ship the used trade-in machinery to Holland interests in African textiles. U.S. machine builders have not been accustomed to this type of transaction, but leading bankers in Rotterdam look favorably on the idea.

❹ There has not been, under auspices of the Dutch textile associations, a research seminar where new developments and new machines and processes could be discussed with U.S. technicians in an effort to eliminate any difficulties operators may have with the new high speeds. This type of seminar is needed, as some complaints have been registered on both European and U.S. high-speed equipment in the preparatory field. Technical discussions would be of benefit, and would doubtless promote sales throughout the industry.

❺ Spare parts are not easily obtained for U.S. equipment. There are shipping and warehousing concerns in Amsterdam and Rotterdam who have offered the possibility of an industry wide depot for U.S. textile machine parts, even to the extent of shipments in bulk and warehouses built to suit clients. Both cities have free ports and there would be no duty on the shipment until an item is dispatched to Dutch or other Common Market customers.

❻ There are reputable machine sales agents who wish to expand their representation. U.S. machine firms not represented in the Netherlands should make contact with these people and at least have their equipment on the available list.

❼ Efforts should be made in the Kennedy Round tariff negotiations to reduce the EEC rates on U.S. textile machinery so as to diminish the margin of preference enjoyed by Common Market producers of such equipment.

No quotas or other nontariff restrictions are applicable to textile machinery when imported into the Netherlands from the United States; however, the tariff on U.S. capital equipment ranges from 6.9% to 7.4% ad valorem, plus 5% Netherlands turnover tax of tax- and duty-paid value. This compares with a 3% import duty, plus the 5% turnover tax, levied on the same type of equipment, when imported from Common Market countries. The EEC common external tariff rates, which will probably become effective in 1967 or 1968, range between 8% and 12%.

TOURISM CONFERENCE

The UN-sponsored World Conference of Tourism will be held in Rome from August 23 to September 5.

This show never closes—exhibition of U.S. products at Trade Centers and fairs

Department of Commerce sponsors exhibits and sales discussions of U.S. manufactured products before vast audiences of potential buyers in overseas areas

"Do you think the Common Market will hurt our business?"

Reprinted from Management Review—American Management Association

Today, tomorrow, and during all the days that follow, American-made products are scheduled for display to potential buyers in distant lands. The exporter's calendar, shown below, lists the dates, the cities, and the nature of the scheduled activity.

U.S. Trade Centers, located in London, Bangkok, Frankfurt, and Tokyo, are limited to specific product lines and are usually closed trade shows, attracting overseas buyers, agents, wholesalers and retailers.

Commercial Trade Fairs are sponsored in areas that offer a good market for U.S. goods, and are surveyed prior to the planning of the fair, to insure that product categories displayed have a good sales potential.

Inter-Agency Trade FAIRS are often held in developing or Soviet bloc countries, and all exhibits must conform strictly to the theme of the U.S. exhibition.

U.S. Trade Missions, consisting of a few business men and 1 or 2 government officials, visit overseas businessmen and associations, establishing person-to-person contacts for U.S. business. Any U.S. firm may submit business proposals which the Mission will circulate in the area they visit and attempt to establish a direct contact with an interested overseas business firm. Mission reports are published in detail in International Commerce, as are reports on Trade Fairs and Trade Center shows.

Inquires about any of the activities may be addressed to the Department Field Office in your area, or directly to the Department of Commerce.

June 7 (ending date)—SWEDEN—Trade Mission
June 9 (ending date)—FRANCE—Trade Mission
June 23 (ending date)—TOKYO Trade Center—Agriculture Show (USDA)
June 23 (ending date)—NORWAY-DENMARK—Trade Mission
June 1 - 20—BARCELONA—International Samples Fair (Commercial)*
June 1 - 30—BELGIUM—Trade Mission
June 4 - 14—FRANKFURT Trade Center—Electronics Show (locally produced)
June 9 - 23 — POZNAN — International Fair (Inter-Agency)*
June 18 - 28—LONDON Trade Center—Apparel Textiles Show *
June 18 - July 19 — BANGKOK Trade Center—Business Machines and Office Equipment Show *
June 28 - July 21 — LIMASSOL-CYPRUS International Fair (Inter-Agency)*
July 9 - 26—TOKYO Trade Center—Automotive Service and Maintenance Equipment Show *
July 19 - Aug. 18—RIO DE JANEIRO—U.S. National Exhibition (Inter-Agency)
July 26 - Aug. 10—SYDNEY International Fair (Commercial)
Aug. 19 - Sept. 20—TOKYO Trade Center—Agriculture Show (USDA)
Aug. 20 - Sept. 20—IZMIR—International Trade Fair (Inter-Agency)
Aug. 21 - Sept. 6—FRANKFURT Trade Center—Nonelectric Housewares
Aug. 28 - Sept. 8—STOCKHOLM—St. Erik's Fair (Commercial)
Aug. 31 - Sept. 22—TAMATAVE—U.S. National Exhibition (Inter-Agency)
Sept. 1 - 22—SALONIKA—International Trade Fair (Inter-Agency)
Sept. 7 - 22 — ZAGREB — International Trade Fair (Inter-Agency)
Sept. 8 - 22—BRNO—International Trade Fair (Inter-Agency)
Sept. 10 - 23—BARI—International Levante Fair (Commercial)
Sept. 11 - Oct. 11 — BANGKOK Trade Center—Boat and Water Equipment (locally produced)
Sept. 24 - Oct. 4—LONDON Trade Center—Outdoor Sporting Equipment
Sept. 27 - Oct. 3—STOCKHOLM—Technical Fair (Commercial)
Sept. 28 - Oct. 12—MOGADISCIO—U.S. National Exhibition (Inter-Agency)
Oct. 1 - 18—TOKYO Trade Center—Photography in Science, Industry, and Education
Oct. 10 - Nov. 10—LONDON Trade Center—Agriculture Show (USDA)
Oct. 12 - 27—BERLIN—German Industries Exhibition (Inter-Agency)
Oct. 16 - Nov. 1 — FRANKFURT Trade Center—Outdoor Sporting Equipment
Oct. 18 - Nov. 3—TUNIS—International Trade Fair (Inter-Agency)
Oct. 26 - Nov. 10—LIMA—Pacific International Fair (Inter-Agency)
Nov. 3 - 7—DUESSELDORF—Ladies' Outer Garment Sales & Fashion Week (Commercial)
Nov. 18 - Dec. 6 — BANGKOK Trade Center—Portable Power Tools for Light Industry
Nov. 19 - Dec. 6—TOKYO Trade Center — Advanced Medical Equipment Show
Nov. 26 - Dec. 6 — FRANKFURT Trade Center—Commercial Laundry and Dry Cleaning Equipment
Nov. 26 - Dec. 6—LONDON Trade Center — Advanced Electronics Components (Tentative)
Dec.—MONROVIA—U.S. National Exhibition (Inter-Agency)

*** Fully Booked**

Chicago fair to feature displays for foreign buyers

June 19-July 7 date of annual International Trade Fair at lakefront exposition hall

The 1963 Chicago International Trade Fair will afford midwestern producers an opportunity to step up the pace of their exports by displaying their wares to foreign buyers and business leaders.

The fair will run this year from June 19 through July 7 at the lakefront exposition hall, McCormick Place.

At last year's fair over 1,000 visitors from overseas were registered. A staff of linquistic and business experts were on hand to see that the foreign visitors not only enjoyed themselves but got a good look at American products. This year an augmented staff is geared to serve an even greater attendance from overseas.

The New Products Section of the U.S.A. Pavilion will give exhibitors an opportunity to economically attract overseas attention to newly developed products, fair authorities say.

The New Products Section will be designed with emphasis on a package plan for exhibitors which will take care of all requirements for setting up an exhibit, except for the product to be displayed. The section will be staffed by members of the fair's Trade Information staff of marketing specialists, ready to counsel and aid exhibitors in such intricacies of foreign trade as export regulations, license requirements and clearing house operations. They also will help to smooth out any language difficulties arising in the course of transactions.

Another section of the U.S.A. Pavilion at the fair will highlight the importance of Illinois agricultural exports to the economy of the state and the nation.

2-day conference

Illinois agricultural organizations will participate in the World Marketing and Economic Development Conference held in conjunction with the fair. The two-day conference draws foreign trade specialists as well as political leaders from all over the world.

There will be a concerted effort to fully inform the American public and overseas visitors of the impact Illinois agriculture has in world markets. The Illinois Department of Agriculture's new export promotion efforts will be a major theme of the fair's agricultural presentation.

The U.S. Department of Agriculture has estimated that Illinois exports of farm products totaled approximately $320 million in 1961. This would average out to more than $2,000 of export sales for every Illinois farm.

"Many of the visitors to the fair come from nations that must import agricultural products to survive. They also have expressed a great interest in our farming, food preparation and marketing methods," said Ralph Bergsten, the fair's Managing Director.

In the Research and Development section of the U.S.A. Pavilion, the story of Midwest manufacturers engaged in basic and applied research will be told to foreign buyers attending the fair. The exhibit will present products, which have come out of space-age technological explorations and also will inform viewers from overseas of facilities and know-how available in the Midwest.

$375,000 in sales is final figure at Frankfurt show

More than 1,600 visitors attend Trade Center auto service event

Final sales at the Automotive Service Show held recently at the U.S. Trade Center in Frankfurt totaled $375,000. Future sales resulting from the exhibition are expected to be several times this figure.

A total of 1,600 visitors attended the show which ended in late March. New agencies and distributorships were reported to number 200.

The automotive equipment show was the 3rd exhibit at the Frankfurt Center since its opening last November.

Transportation fair scheduled in German city

Communications also featured; U.S. firms asked to take part

The International Exhibition of Transportation and Communications will be held June 25-October 3, 1965 at the Munich municipal fairgrounds. Applications for space must be submitted by July 31 this year.

U.S. firms, associations and organizations which are related technically or commercially to the two fields are invited to take part in the event.

Prospective exhibitors will be sent, on request, a copy of the terms and two application forms.

The fair is being organized by the Transportation and Communications Exhibition Association of Munich, 12, 13, Theresienhohe.

The exhibition will include a comprehensive survey of modern transportation and its problems, including the efficiency of international railroads, road, inland waterways, ocean traffic and air transport.

It will also emphasize construction of roads and highways.

Electronic instruments show set for Center in Frankfurt

Forty U.S. firms represented by their agents abroad will participate in the Electronic Components and Instruments Exhibit opening this week at the U.S. Trade Center in Frankfurt.

The show, to be held June 5-14, will feature some of the latest types of electronic components, such as capacitators, resistors, transistors, and various types of measuring and test instruments.

Western Europe's massive drive for economic progress is said to increase the export potentials for U.S. electronic products. Production expansion there is rising rapidly and is generating new demands for electronic instrumentation, industrial control and production equipment.

Also, persistent labor shortages are said to stimulate industry's interest in automation.

CITATION FROM THE SECRETARY: Joseph Haspel, Jr., left, and Karl M. Samuels of Haspel Brothers, Inc., New Orleans, are presented with a citation on behalf of the Secretary of Commerce, by William H. Griswold, right, Business Analyst in the Department's New Orleans office. The presentation was made because of the firm's participation by the clothing manufacturer in the '62 Damascus Trade Fair.

Over $300,000 reported in sales at 1st Tokyo Trade Center show

Industry spokesman says 'key people of Japanese industry' among large number of visitors; 11,218 persons attend

Sales resulting from the first exhibition at the U.S. Trade Center in Tokyo were reported to total over $300,000. The show drew 11,218 visitors.

The Center was opened in early April with an exhibition of U.S. industrial instruments and laboratory apparatus.

Representatives of participating firms, including executives of U.S. firms who traveled to Japan for the event, were reportedly extremely gratified not only at the number of visitors but also at their high level of technical competence and their strong interest in purchasing the equipment on display.

Douglas C. Strain, president of Electro Scientific Industries, acted as U.S. industry representative and spokesman for the exhibiting firms. He spoke highly of the entire event.

"We really saw the key people of Japanese industry here," he said, adding that "I would say the large majority of potential users of this equipment in Japan viewed the show."

The exhibition drew an average of over 450 registered visitors daily. Strain called this "quite remarkable" and said it represented a "better comparative showing than this industry commands in New York."

A total of 59 U.S. firms displayed over 500 items in the industrial and laboratory instrument categories.

Hardware trade exhibit set this summer in Switzerland

An international trade fair devoted to the hardware trade will be held Sept. 1-3 in Basel, Switzerland.

Additional information is available from INTERFEREX 63, 61 Clarastrasse, Basel 21, Switzerland (Secretary: Dr. Emil M. Bammater).

Samples fair scheduled in small Spanish city

U.S. firms have been invited to take part in a samples fair in El Ferrol del Caudillo, Spain, this summer.

The fair will take place July 10-30. El Ferrol del Caudillo, a city of over 47,000, is located in the northwest corner of Spain, in La Coruña province.

The Chamber of Commerce there has suggested that U.S. firms enter the fair through representatives in Spain; other arrangements could be made, however.

A total of 22 industrial and commodity groups will be represented, including agricultural products; foods and beverages; textiles; perfumes and toilet articles; glass and porcelain; leather and shoes; construction and building materials; furniture; household appliances; electricity, radio, electronics; toys and sporting goods; and lumber and cork.

Also chemicals; plastics; transportation; shipbuilding; printing, books, paper and office supplies; photography, cinematography and optics; handicrafts; and the following machinery: agricultural, food and beverage, textile, leather and shoe, construction, lumber and cork, machine tools and metalworking.

Additional information is available from Juan Cardona Rodriquez, Director General, Consorcio Pro-Ferias y Exposiciones, F. Saavedra 158, El Ferrol del Caudillo, Spain.

Stockholm Technical Fair to take place this fall

Industrial goods will be featured at the Stockholm Technical Fair this fall, in which the U.S. is participating.

Theme of the Sept. 27-Oct. 3 fair will be "Electrotechnics." Primary emphasis will be placed on the following:

Methods, materials, and machines for the electric and electronics products industries, equipment, and electric and electronic devices, industrial equipment, metal goods industries projects, transport and materials handling equipment, machine tools, and medicinal instruments and apparatus.

The U.S. exhibition will emphasize medical, surgical, dental and opthalmic goods; process industry and industrial control devices; industrial and laboratory testing apparatus; automotive test and analyzing equipment; electronic computers and industrial programmers and parts, and other related equipment.

The Stockholm Fair is sponsored by the Fair Committee of the Stockholm Chamber of Commerce.

Cambodians throng Phnom Penh fair to see U.S. goods

U.S. machines and equipment keyed to local economy shown in operation; buyers active

Nearly a quarter of a million dollars worth of U.S. products were sold at the U.S. National Exhibition at Phnom Penh during the 19 days the fair was open to the throngs of enthusiastic Cambodians who attended. Featuring U.S. machines and equipment keyed to Cambodian needs and interests, the show was designed to demonstrate U.S. interest in the area.

Although the "All U.S." show was located 5 miles outside of town, it was jammed to capacity from the minute the doors opened on May 9 until closed for the last time 17 days later.

Visitors ate ice cream and doughnuts, munched peanuts and popcorn, and washed them down with U.S. soft drinks as they watched a wide variety of lively exhibits. They saw tires recapped, a portable sawmill cut logs into boards, a woodworking shop fashion furniture out of local hardwood, a metal spinning facility make galvanized pails, a machine shop repair broken equipment, and many other animated demonstrations and exciting displays.

And they bought!

Nearly every salable item in the show was grabbed up. Positive sales totaled $140,000; orders amounted to another $62,000; and possible additional sales reached $37,000, bringing the estimated total to $239,000 at the show's close.

In addition, four participating companies have serious prospects for agencies in the area and the first tire recapping shop in Cambodia has been set up with equipment purchased at the Exhibition.

U.S. pharmaceutical firm offered Mexican opening

A Mexican producer seeks U.S. capital participation as well as technical know-how, machinery and managerial assistance to improve its manufacture of pharmaceutical products.

The firm will also consider the outright sale of its plant and organization.

Write AMCO Laboratories, S.A., Donizetti No. 75, Mexico, D.F.

U. S. salesmen need to be bilingual

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

New York—Among the deterrents to export that one hears frequently is the United States' complacency towards exploring the waters of unfamiliar language. So one day recently in the snug, cloud clasped atmosphere of the Rockefeller Center's Rainbow Room we had lunch with Robert Strumpen-Darrie, president of Berlitz, a world authority.

"There is wide interest in developing knowledge of language by corporations doing international business," he told us. "If the number of companies who send men to us is an indication of a serious approach to selling abroad, this country shortly will likely be exporting a great deal more."

"Ten years ago the tuition of 300 of our students was paid by the companies that employed them. Today we have 3000. All these men are preparing for overseas assignments, although a number will ultimately remain in the home export office.

Strumpen-Darrie speaks several languages himself. "I defend myself in six or seven," he grins. But if he learned ten more he could never describe a plane taking off a runway with his hands in his pockets. He talks rapidly, almost punctuating sentences in flight, speaking as though he had three minutes to read a magazine article over a pay telephone with no more coins in his pocket.

Strumpen-Darrie has received degrees from several colleges, both here and abroad, but he is most loyal to Loyola Academy, where he is best known as the only graduate of the class of 1928 who still has enough clumps of hair to look like a successful experiment from the United States Department of Agriculture.

"Our business is to teach people to converse," he told us. "We are not an institution of higher learning. We just enable people to communicate with one another."

On average, Strumpen-Darrie says, a person learns to handle foreign speech understandably with about 100 hours' instruction. "One man did it in twenty," he said. "Some take 200. It's an individual matter."

"We supply to exporters, personnel that can go abroad and get along."

The average student is 35 years old, attends four or five months, and leaves able to reasonably speak, read and understand what he studied.

The school has been at the business of unscrambling the trouble at the Tower of Babel by teaching people to converse in everything from Afghanistanian to Zulu for 85 years and operate 30 offices within the United States. There are no classes. Instruction is individually accomplished. Frequently, on request teachers are dispatched to small communities for a special situation or person.

"We like the movement to make a foreign language compulsory beginning with the third grade in United States schools. More interest in language means less fear of it, and eventually we will be called upon to do more instruction, not less.

"Most educational institutions are converting to our methods attempting to achieve conversational ability, rather than teaching it as a memory course. This is a pleasant compliment.

"Language is many things," says Strumpen-Darrier. "Speaking it is only one."

For those going abroad to sell United States products, however, it is the one that counts.

New foreign credits help offset Argentine economic gloom; industry depressed

U.S. supplied record 29% of 1962 imports; 1963 prospects dim; Government takes strong action to reduce budget deficit

Success in obtaining new foreign credits for basic economic development and balance of payments relief at the end of the first quarter of 1963 dispelled some of the gloom over the Argentine economy. Official exchange reserves picked up; there was greater liquidity in the banking system; and good weather offered promise of higher agricultural production in the current year.

Notwithstanding, industry continued depressed, living costs continued to rise, and a large national deficit seemed certain. Almost none of the usual production, sales, or employment indicators pointed to an upswing in industry. Only in petroleum and agriculture was the outlook satisfactory. Service industries continued on even keel, borne by high Government employment and virtual assurance that there would be no cut back in the rolls.

The foreign trade balance was favorable in the first 3 months of the year. Argentina's total imports in 1962 stood at a high of $1.3 billion, of which the U.S. supplied a record 29%. More recently, depressed conditions and a shrinking import market have dimmed prospects for U.S. exports to Argentina.

The outlook is less discouraging in the investment field, where a number of U.S. firms have indicated that new investment projects are awaiting the Argentine Government's extension of the existing investment guaranty agreement to include war risk and expropriation.

Study 4-year plan

The National Development Council (NDC) started preparation of a 4-year economic development plan covering the period November 1, 1963-1967, and a special group within the NDC was set up to study land tenure problems.

In the first quarter of 1963, the Inter-American Development Bank (IDB) granted a $30 million housing loan to the Argentine National Mortgage Bank, and the U.S. Agency for International Development (AID) authorized 2 road construction loans totaling $37 million. AID loan projects in housing, agricultural projects, and higher education were also under study.

The Argentine Government approved the applications of 11 U.S. companies for some $23 million inconvertibility coverage under the provisions of the existing investment guaranty program in the first quarter of 1963. From the beginning of the program in mid-1961 up to February 26, 1963, AID had issued inconvertibility guaranties to 30 different companies, totaling an investment of $176 million.

The Government's fiscal situation continued to worsen in the first months of fiscal 1963 (year ending October 31), but new revenue measures and cuts in expenditures held promise of improvement in the coming months. Commercial banks appeared to have worked off their heavy foreign commitments and improved their liquidity. Bankruptcies were down somewhat from the record levels of late 1962, but the cost of living jumped 4.7% in March. The exchange rate remained relatively stable at about 135 pesos per U.S. $1.

A prospective budget deficit of about 50 billion pesos in fiscal 1963 was the most pressing problem facing the economic authorities who assumed office in December 1962. Attempting to reduce this deficit, authorities raise railway rates and the prices of gasoline, lube oils and natural gas. New or increased taxes were placed on most imports, and on vehicle tires, lotteries, and cigarettes, in addition to the 5% production taxes on agricultural products made effective last December.

Reorganization of the state railways and the state oil company (YPF) was begun, a wage freeze for public employees decreed, and a push for general pension increases defeated. All Government departments were instructed to defer new investment programs and hold current expenditures to an austere minimum.

Far reaching effects

The IMF's March decision to renew the 1962 standby agreement with Argentina was the highlight of the first quarter. This action made feasible similar standby support from the U.S. Treasury, AID approval of $20 million in new balance of payments assistance, and Eximbank agreement to expand refinancing of Argentine debts due in 1963-64 from $72 to $92 million. Conclusion of the IMF agreement renewal also brought reconfirmation of Paris Club creditors' willingness to reschedule 50% of the 1963-64 maturities on Argentine public sector debts due them.

Taken together, the assistance or refinancing in sight at the end of March promised to ease Argentina's 1963 balance of payments problems by nearly $250 million, to be derived $50 million from the IMF, $25 million from the U.S. Treasury, $75 million from Paris Club creditors, about $55-60 million from the Eximbank, $18.7 million from U.S. banks, $20 million from AID's prospective balance of payments loan, perhaps $10-20 million of road loan disbursements and, a portion of the $30 million IDB housing loan signed in December 1962.

Industry remained depressed. Stocks were high with sales running low and production cut back. The chemical in-

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad can be obtained from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

dustry alone was somewhat more optimistic than in recent months.

During the quarter the Government issued several decrees and resolutions designed to reduce the importation of automobile parts and increase the proportion of nationally produced components to 65% in 1963 and 90% in 1964. Fines will be levied on automotive manufacturers whose stock of imported parts on hand December 31, 1963, is determined to be excessive.

The agricultural machinery industry was overstocked, and the Government was contemplating the limitation of tractor production to 10,000 units in 1963. The textile and plastics industries reported working at 60-70% of capacity.

Power projects

Progress has been made on 2 major Buenos Aires thermal electric projects, which are being financed with a $95 million World Bank loan and an Eximbank loan of $10 million, both granted in 1961.

Power supply in Buenos Aires improved because of reduced consumption, particularly in the industrial sector. A rate increase of approximately 30% was announced on January 31.

Crude petroleum production totaled 2,627,991 cubic meters in January and February, an increase of 11% over the same period last year. Imports of crude petroleum and products totaled 267,126 cubic meters, a 40% drop from the first 2 months of 1962. Yacimientos Petroliferos Fiscales (YPF), the State oil agency, continued in financial difficulty. YPF's debt to the dozen U.S. oil companies with which it has contracts totaled some $63 million.

Effective March 1, 1963, Gas del Estado, the State gas agency, raised rates for domestic consumers by approximately 30% and for industrial consumers from 10 to 20%. Gas del Estado is building a new gas line from Pico Truncado (south of Comodoro Rivadavia) to Buenos Aires, and is studying the possibility of a $21 million expansion of the 2,830-mile Campo Duran (Bolivian border)-Buenos Aires line.

Farm outlook brightens

Hopes rose that 1963 might be a good agricultural year. Heavy rains broke the drought and winter pastures and forage grains were in good condition. Marketing of the wheat crop moved slowly because of the Grain Board's restrictions on exports and lack of funds. Large exports of meat and fruit in the first quarter of 1963 resulted in a shortage of refrigerated shipping space. Meat exports were boosted by continued large supplies, a reduction in domestic consumption, and strong demand in Italy and Spain.

A number of significant developments in agricultural policy occurred in the period, including the increase in the minimum support price for wheat; removal of the 10% export retention tax on wheat, flour, and other small grains; removal of import surcharges on fertilizers; emergency assistance to producers in the drought areas; and an increase of 100,000 metric tons in the wheat export quota.

Who to ask

Information on displaying and selling your products through international trade fairs is available from the Trade Fairs Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C. Tel: WOrth 7-3713.

The economic situation of the Argentine wage and salary worker declined further in the first quarter of 1963 due to reduced money income resulting from high unemployment, shortened workweeks and wage payment arrearages. The official cost-of-living index, for the year March 1962 to March 1963, increased 35.3%.

On February 8 the Government issued a decree freezing wages of 800,000 public employees until October 31, 1963, and voiding increases granted since November 1, 1962.

Foreign trade

Unofficial statistics show a favorable balance of $115 million in Argentina's foreign trade for the first 3 months of 1963, with exports of $270 million and imports of $155 million. Meat shipments of 120,000 tons, as against the 73,000 tons shipped in the corresponding quarter of 1962, helped sustain the high export level.

The decline in Argentina's imports conforms to official objectives. Temporary surcharges over and above those now collected were placed on all imports except "essential" materials. The new surcharges are graduated upward from 6% to 30%, according to the nature and essentiality of the commodity. They are to continue in effect until July 1, 1964.

In its drive to increase exports, the Government has modified and simplified the regulations pertaining to the drawback system and new procedures will expedite payments to claimants. Further to encourage exports, refunds are granted on the internal tax component of so-called non-traditional goods leaving the country. The reimbursible amount has now been set at a flat 12% of the merchandise's FOB value.

A Banco Central circular of February 1 requires additional documentation on shipments originating in the U.S. and stipulates that all ocean trade between the U.S. and Argentina destined for the ports of Rosario and Buenos Aires be transported on a 50-50 basis by U.S. and Argentine flag carriers. The circular requires exporters to include AID Form 280 among the documents covering shipments from the U.S.

Budgetary deficits in the state-owned transportation systems continued to mount in the first quarter of 1963. Prospective losses for the current fiscal year are now set at 35 billion pesos, of which 30 billion is accounted for by the railways.

In March, the Argentine State Shipping Lines announced a new policy of splitting the line into a group of companies. Private capital would be invited to participate and the Argentine State Line would press for the adoption of flag preference measures to assure its ships a reasonable share in the carriage of Argentina's foreign trade.

Argentina's financially hard-pressed airlines were hoping for relief through a Government proposal to ship all intercity mail via air between points served by domestic airlines.

Personal credit buying expands in Netherlands

The volume of personal credit extended by Dutch lending institutions increased sharply in 1962. Personal loans by commercial banks and finance companies rose 42% over the 1961 level, as installment credit from finance companies climbed 14% and loans by municipal personal credit banks increased 14%. Installment sales by department and chain stores were 13% higher, while such sales by retail businesses, other than mail order firms, rose 6%.

The most recent published figures show credits extended by finance companies totaling 420.3 million guilders ($116 million) in 1961. Passenger cars accounted for 30.5% of the total; buses and trucks, 23.5%; machinery, 10%; television sets, 7%; furniture and furnishings, 5%; motorized bicycles, 5%; and refrigerators, 3%.

Study shows FCIA rates reduced by as much as 50%

2d reduction in less than a year is cutting U.S. firms' costs; premiums for higher risk countries get largest reductions

A detailed analysis of export insurance rates recently completed by the Foreign Credit Insurance Association (FCIA) reveals that medium-term premium charges were reduced by as much as 50% and short-term rates were lowered as much as 48% when both rate structures were altered last January and February respectively.

The reduction of short-term rates was the second time within less than a year since FCIA began operations that exporters benefited from a downward adjustment. In August, 1962 short-term premiums for some payment terms came down as much as 50% from the rates fixed when FCIA went into business.

Under the February FCIA reductions offered to U.S. exporters holding short-term policies, the premium costs were lowered an average of 9% for shipments to countries in Group "A", or the lowest risk category; 24% for Group "B" countries; and 40% for Group "C" countries. In the latter category, the largest percentage reduction was for sales made for cash against documents or sight draft documents against payment, with the 48% cut applying.

Exporters selling to "C" countries on clean sight draft, open account, 1- to 90-day credits, or on 91 to 180 days, were rewarded with a 45% premium slash. In the case of the 91- to 180-day credits, the cost per hundred dollars was reduced from $1.72 to 95 cents for "C" countries. Simultaneously, the premium rates for pre-shipment coverage from date of order up to 180 days, also known as contract form endorsement, were reduced 12% for Group "A" countries, 30% for Group "B" countries and 44% for Group "C" countries.

Deepest cuts

In the first overall rate reductions adopted by FCIA last August, the widest percentage decreases covered letter of credit shipments. For instance, in an "A" country, the cost of insurance for confirmed letter of credit was cut 50% and that for unconfirmed irrevocable letter of credit up to 90 days was reduced 40%, while cash against documents or sight draft documents against payment cost 16% less.

The 50% reduction for the medium-term premium charges announced in February apply to all maturities from 1 through 5 years in the "C" country category. In the case of a medium-term shipment, for example, the cost of export credit insurance for the 5-year period to a "C" country was reduced from $8.79 to $4.41 per $100. Rates for medium-term shipments sold to "B" category countries covering all maturities through 5 years were decreased 33%. On a 3-year insurance policy, for instance, the cost is now $1.61 per $100 compared to $2.40 prior to the reduction. Average drop in premium charges for all shipments to "A" countries under medium-term insurance was approximately 10%.

The February rate reduction, which marked the second adjustment since the export credit insurance program was created, is consistent with FCIA announced policy to adjust rates on volume and experience.

War risk policies extended for 6 months without cost

The Maritime Administration has extended all outstanding binders covering interim war risk hull, P&I (Protection and indemnity), and Second Seamen's insurance for 6 months (to midnight, GMT, Dec. 7, 1963), without additional fees being assessed to the shipowners. Amendment 2 to General Order 75, 2d Revision, will be published in the Federal Register confirming this action.

The extension is limited to less than the customary year to enable the Maritime Administration to review again the Government's war risk insurance program. The Maritime Administration has suggested that shipowners ask marine underwriters to reexamine the present Automatic Termination Clauses in commercial war risk insurance policies to make the termination date of their war risk insurance more definite and certain in the event of war.

Venezuela plant is 10th Rambler location abroad

Rambler output will begin in Venezuela for the first time with a June 1 dedication of the new plant at Mariara, which is near Caracas.

The company name is Constructora Venezolana de Vehiculos, a partnership between American Motors, Corporacion Venezolana de Aluminio and Automovil de Francia.

Production of 1,000 cars is expected the first year.

Ramblers are now built in 10 foreign countries—Canada, South Africa, Mexico, Australia, New Zealand, Argentina, Uruguay, Belgium, the Philippines and Venezuela. Four years ago there were only two, South Africa and Mexico.

The Venezuelan company will assemble autos from major components shipped from American Motors' plants in Milwaukee and Kenosha, Wisconsin. Some parts will be procured in Venezuela.

Latin importers' U.S. debt went up again during April

The outstanding draft indebtedness of Latin American importers to U.S. exporters increased in April for the third consecutive month, according to the Federal Reserve Bank of New York's monthly survey of the Latin American export credit experience of 11 large commercial banks.

U.S. exporters drew $41.9 million of new drafts on Latin American importers during April, while $31.8 million of drafts were paid by importers. Total drafts outstanding increased to $221.8 million at the month's end, the highest reported since May 1962.

Importers in Chile and Peru showed the largest increases in outstanding indebtedness, with rises of $2.7 million and $2.5 million respectively, new highs for both countries. Brazil, Panama, and the Dominican Republic also showed increases over the previous month. The only significant decrease was $1.9 million for Venezuela.

TRAFFIC JAM

Italian registration of new cars during 1962 totaled 634,706 vehicles, up 29.07% from the preceding year. Registrations included 537,852 domestically produced cars and 96,854 foreign cars. Cars produced in Italy under foreign license (Renault and B.M.C.) were 38,992.

1 U.S., 3 British firms lose U.S. export rights for part in scheme

Planned to ship color TV tubes to already-barred firm for re-export to Soviet bloc; all but 1 eligible for restoration of rights

The Commerce Department's Bureau of International Commerce has denied U.S. export rights to 1 New York and 3 London firms for their actions in a scheme to export U.S. electronic equipment to a debarred British firm for re-export to the Sino-Soviet bloc.

Involved in the violation of the U.S. Export Control Law were: the New York export-import company of Joseph B. Antoville and Co., Inc. and its president, Joseph B. Antoville; A. Plein and Co. (London) Ltd.; M. Lytton, a company and individual engaged in the export-import business in London; and Peter Brady, trading as Peter Brady Radio and Television Engineers, also of London.

Brady was barred from all U.S. export trade for the duration of U.S. export controls. Plein and Lytton were each denied all U.S. export privileges for 3 months, special (validated) export license privileges for an additional 9 months, and put on probation for 18 months thereafter. Antoville was denied validated export license privileges and otherwise put on probation for 1 year. During this time Antoville is permitted to make general license shipments. Violation of probation could result in summary denial without notice of all their export privileges by the Bureau.

Previously barred

The export transaction originated with a London company known as Bakely Distributors (1959) Ltd., which wanted to buy 20 U.S. color television picture tubes and other components worth $3300 for delivery to a Sino-Soviet bloc customer. Bakely was then, and still is barred from all U.S. trade by a Bureau order issued in November 1959 for its previous illegal transshipments of U.S. goods to Communist China. Bakely placed the order with Lytton, who passed it on to Plein, and then to Antoville.

Antoville, knowing a specific export license was needed from the Bureau, asked Plein to get a statement for the Bureau from the ultimate consignee as to the destination and use of the goods. Bakely, knowing it had to conceal its identity from the U.S. authorities, produced the statement which Brady signed. Brady deliberately and falsely said that he was the English customer for the electronics materials, when he knew they were for Bakely which was to send them on to the destination prohibited under U.S. law.

No questions asked

The Bureau said that Lytton and Plein asked no questions and sent the statement to Antoville, although the circumstances clearly indicated to them that the transaction was suspect and called for inquiry. Antoville also acted carelessly in failing to disclose to the Bureau with its license application its own suspicions about the destination of the goods and Bakely's part in the deal, since it had reason to know that Bakely was denied U.S. export privileges. The Bureau said that in applying for licenses, the U.S. exporter is required to disclose all participants to the transaction and any doubts he may have as to the actual customer and ultimate destination.

In a pre-licensing check in this case, the Bureau learned the facts and prevented shipment of the goods.

Under the order, the denial of all U.S. export privileges prohibits persons subject thereto from ordering, buying, receiving, or disposing of any U.S. commodities and from otherwise participating directly or indirectly in transactions involving any U.S. commodities or technical data. A denial of special (validated) U.S. export privileges applies only to export transactions involving U.S. commodities and technical data which require specific authorization from the Bureau.

The order further states that no other person or firm may deal with the respondents or on their behalf with respect to prohibited transactions; to do so would in turn subject these other persons to similar denial action.

More information

Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington 25, D.C. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.

Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing and Private Enterprise, Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8063.

For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8363.

Tariff Commission studies cotton sheeting imports

The U.S. Tariff Commission has instituted an investigation under the Trade Expansion Act of 1962 to determine whether, as a result in major part of concessions granted under trade agreements, cotton sheeting (carded yarn) is being imported into the country in such increased quantities as to cause the unemployment of a significant number of employees at Indian Head Mills, Inc., Cordova, Alabama. The workers requested the investigation.

The term "cotton sheeting (carded yarn)" refers to such fabrics provided for in paragraph 904 of the Tariff Act of 1930.

Petitioner has not requested a public hearing. A hearing will be held on request of any other party showing a proper interest in the subject matter of the investigation, provided the request is filed within 10 days after this notice is published in the *Federal Register*.

The petition filed in this case is available for inspection at the office of the Secretary, U.S. Tariff Commission, 8th and "E" Sts., NW., Washington, D.C., and at the New York City office of the Tariff Commission located in Room 437 of the Customhouse.

Approved U.S. exports to Soviet bloc exceed 1962 pace

Shipments to Eastern Europe at 4-year low during 1962, as denied applications reached highest mark since 1954

The dollar value of U.S. exports approved for shipment to European Soviet bloc nations during the first quarter of 1963 totaled $9.9 million, compared to $8.5 million in fourth quarter 1962.

The Secretary of Commerce's report to the President and Congress said that $1.4 million in applications were denied, against $2.4 million the previous quarter.

Principal commodities approved for export to Eastern European destinations during the first quarter of 1963 were: $3.1 million of Mexican-origin raw cotton in transit through the U.S. to Czechoslovakia and the USSR; $1.6 million of tobacco to Bulgaria and East Germany; $1.5 million of chemicals (principally industrial type) to Czechoslovakia, East Germany, Rumania and the USSR; $689,150 of soybeans to Czechoslovakia; and $460,000 of synthetic rubber to Czechoslovakia.

Major items rejected for export to these countries in that quarter were: $315,000 of a rubber compounding agent to the Soviet Union; $293,465 of styrene monomer to Czechoslovakia and Rumania; $238,125 of a chemical flotation agent to the Soviet Union; and $216,780 of miscellaneous industrial and laboratory equipment to the bloc in general.

Studies underway

The Department had 237 cases under investigation during the quarter for possible violations of export regulations. Of these, 57 were closed and 9 were referred for legal action, with the remainder continuing under investigation. In addition, 98 shipments, valued at $60,230, were seized by the Collectors of Customs. Five of these, totaling $4,691, involved shipments apparently destined for Cuba.

The report includes a summary of steps taken by the Department during 1962, to tighten its controls over U.S. exports, and to improve and strengthen its investigation services and enforcement procedures.

These expanded activities followed a reorganization of the Department's Office of Export Control, centralizing its operations in order to utilize available personnel and resources more efficiently, broaden the base of its activities, and strengthen its enforcement procedures. They fulfill recommendations by the Select Committee on Export Controls of the U.S. House of Representatives, and are in accordance with amendments to the Export Control Act by the Congress in 1962.

The total value of 1962 applications approved for export to Eastern Europe amounted to $49.6 million, the lowest since 1958. Rejections totaled $48.9 million, the highest since 1954.

Details are published in "Export Control, Sixty-third Quarterly Report," available from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C., or Department of Commerce Field Offices, at 20 cents a copy.

2 U.S. marketing experts study C.A. Common Market

Two U.S. marketing experts have begun a 3-month mission to Central America under the Alliance for Progress to help the 5 nations there in stimulating Central American Common Market trade.

The 2 are Walter Guild, president of a San Francisco advertising agency, and Robert Davis, professor of marketing at Menlo College in California. The Common Market countries are Costa Rica, Guatemala, El Salvador, Nicaragua and Honduras.

The goals will be:

- To develop demonstrations of marketing, distribution and pricing techniques by manufacturers, distributors and retailers.
- To survey the needs of existing Central American Common Market enterprise for marketing counseling services.
- To develop a research program, within the five Common Market countries, which will help determine the opportunities for new business and industry.

It is hoped that information from the study can be used in the preparation of a more extensive marketing plan for the Central American Common Market countries, so they can expand manufacturing production and commerce with neighboring nations.

Tunisia to buy U.S. goods with $15 million AID loan

A U.S. loan of $15 million will assist Tunisia in carrying out its Development Plan by financing imports of commodities and services from the U.S.

The credit is the first development loan extended to Tunisia as part of a U.S. commitment last October to provide $180 million in support of Tunisia's current Three-Year Development Plan.

The Tunisian Government plans to use the proceeds of the AID loan for the purchase in the U.S. of such items as iron and steel products, agricultural machinery, cotton textiles, lumber, pharmaceuticals, insecticides and lubricants, as well as services.

The U.S. has also donated food valued at $8 million at world market prices under the Food for Peace program and approximately $2 million in Development Grants for technical assistance, towards meeting the commitment.

The Tunisian Government's Three-Year Plan, which covers the calendar years 1962-64, calls for a gross investment of $785 million and a goal of 6% in annual growth rate of the gross domestic product (or GNP excluding foreign trade).

Alliance modernizes Peru's private management customs

A training program to strengthen modern management practices in the development of private industry and commerce in Peru will be undertaken under an Alliance for Progress project.

AID has approved a grant of $25,000 for the services of U.S. consultants and to purchase communications and audio-visual training aids which will be used in the program through December 1964. Peru will provide the equivalent of $15,000 in Peruvian currency (soles) for Peruvian personnel and other local costs.

Ethiopia's tariff hikes won't have significant impact on U.S. exports

Duty increases imposed Apr. 23, 1963 on several commodities by Ethiopia's Finance Ministry are not expected to have any marked effect on American exports, the U.S. Embassy in Addis Ababa reports. Affected are alcoholic beverages, motor vehicles, yarns, textiles and plastic manufactures.

The increases on motor vehicles were higher where the smaller vehicles (under 1,000 kilograms in weight, dutiable value under $1,600) were concerned, as the tariff rose from 20% ad valorem to 30%. On heavier vehicles (over 1,000 kilograms, dutiable value in excess of $1,600), the tariff rose slightly from 40% ad valorem to 45%.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or as indicated in individual stories.

Textiles

A wide variety of textile goods and cotton yarn commodities were subjected to increases but the U.S. share of the total textile market is less than 1%, concentrated in a few specialty items.

Duties on alcoholic spirits and liqueurs increased from $2.80 to $4.80 per liter for those not exceeding an alcoholic strength of 50% by volume. The rate on spirits exceeding 50% by volume was raised from $5.60 to $8.80 per liter. Since sales of American alcoholic beverages are already confined to well-to-do people, the rise in customs duties will probably have little effect on existing demand.

Exporters interested in specific duties may obtain them upon request from the Africa Division (OIRE), Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

FOREIGN CONTRACT AWARDS

Described below are recent contract awards for construction work and supply of equipment, materials and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Trade Opportunities Staff, Business and Defense Services Administration, Department of Commerce, Washington 25, D.C.

CANADA—B.C. Hydro and Power Authority of Vancouver awards contract valued at $73,558,648, for **constructing Portage Mountain Dam**, to consortium of Peter Kiewet & Sons Co. of Canada, Ltd., Vancouver; Al Johnson Co., Windsor, Ontario; Dawson Construction Ltd., Vancouver. Kiewet and Johnson firms are subsidiaries of U.S.-owned companies; Dawson is wholly Canadian-owned. Participation by 3 firms to be on 65-20-15 basis. For details, contact companies.

HONG KONG—List of **successful bidders for various Government tenders** is available.★

U.S. visitors to Algeria must apply for visas

All U.S. citizens are now subject to a visa requirement for entry into Algeria, the U.S. Embassy in Algiers reports.

To obtain a visa, an applicant must present a valid passport and one passport-size photograph to the nearest Algerian diplomatic or consular mission. Algerian visas are extended gratis.

Algeria recognizes the hardship which this new requirement may impose because of the scarcity of Algerian missions abroad. Our Embassy has been informed that American citizens presently unable to obtain visas should have no difficulty entering Algeria provided they are prepared to complete the necessary forms at the port of entry and are in possession of a valid passport and a passport photograph.

Books, magazines welcomed by India under large quota

Trade policy allows formula based on high-import years

Books and magazines are among the commodities to which India gives the most liberal import quotas, according to the Government's trade-policy announcement of April 22.

In the current licensing period—Apr. 1, 1963-Mar. 31, 1964—each "established importer" of books may receive a license or licenses covering up to 100% of the value of his imports of books in any fiscal year of his choice between Apr. 1, 1952 and Mar. 31, 1961.

Condition

Licenses will be subject to the condition that not more than 40% of their face value can be used for fiction magazines and permissible non-technical journals and magazines. No more than 20,000 copies of any one magazine may be imported under one license. Fiction as well as technical books for children or adults are permitted, but no comic books. Import licenses will not be granted for books and magazines which are reprinted in India with foreign collaboration.

Only 50% of the value of a 12-month license may be utilized during the first 6 months of the licensing period (April-September 1963).

The import policy does not affect personal subscriptions to magazines and journals, which are permitted as previously.

BELGIUM: FORDS

Ford-made motor vehicles have lengthened their first-place lead in the Belgium-Luxembourg market, which totaled 167,100 units in 1962. Recovery has been marked in sales of trucks and utility vehicles.

FIRST MISSION REPORT

31 Netherlands' firms offer or seek business tie-ups with U.S. companies

From the land of tulips and dikes come product openings as varied as diving boards, heating equipment, road building or mining machinery, pumps, spices, furniture, other items

The recent U.S. Trade and Industrial Equipment Mission to the Netherlands interviewed numerous Dutch businessmen who are interested in licensing and joint-venture arrangements with American industrialists, as described below in business openings.

On its April 20 to May 17 visit, Mission members found other openings for U.S. firms. These additional opportunities will appear in forthcoming issues of INTERNATONAL COMMERCE.

Licenses offered

The names and addresses of the Dutch firms offering the following licenses may be obtained from Office of International Investment, Bureau of International Investment, U.S. Department of Commerce, Washington 25, D.C., by indicating the appropriate file number which is included with every license opportunity offered to U.S. firms.

204 Grain mill products

American licensee sought for the production of instant buckwheat flakes. File 1091.

262 Paper mills

Manufacturer of papermaking machines seeks licensee for its U.S. patented, corrugated cellboard process for making board and paper water resistant at low cost, as well as its know-how for strenghening board. File 1092.

355 Packaging machines

License is offered for the U.S. production of packaging machines by manufacturer who specializes in bundling and wrapping of magazines and papers. File 1093.

394 Swimming pools, diving boards

Licensee sought for the manufacture of swimming pools, diving boards, filtering systems and related equipment.

This firm is one of 5 manufacturers of diving boards approved by the Federal International Swimming Association. File 1094.

Licenses, ventures sought

209 Essential oils

Manufacturers of essential oils seeks license to make oleo resins and spice extracts. Write to N.V. Chemische Fabriek Flebo, Meint Veningsastraat 66-67, Hoogezand-25.

233 Women's outerwear

License sought for the production of coats and suits. Speciaal, Vijgendam 13, Veenendaal.

251 Plastic-metal furniture

Seeks joint venture to produce plastic-metal furniture, Stabin-Bennis N.V., Postbus 38, Woerden.

280 Chemicals

Manufacturer of lubricating oils and greases seeks license to make new lubricants, anti-friction bearings and new textile-finishing coatings and lubricants. Beverol Fabrieken N.V., Veverwijk.

License wanted to produce chemical products for the building trade. Kimmerer & Co., N.V., Heemraadssingel 93, Rotterdam.

Paint manufacturer seeks license to make wall paint, polyester furniture finishes and heat-resistant silicone and polyurethane finishes. N.V. Lak, Verf en Vernisfabrieken, Willemskade 7-17, Sciedam.

343 Heating equipment

Fabricator of steel products seeks license to manufacture central-heating equipment. Oving N.V., P.O.B. 860, Rotterdam.

License sought for the production of vented gas heaters. Wijk & Boerma N.V., Kamplaan 8, Groningen.

Oil-burner manufacturer seeks license to make gas-conversion burners for industrial and domestic use. Duiker Apparatenfabriek N.V., de Bruijn Kopsstraat, Ridswijk.

License wanted to produce gas-heating equipment. Holvrieka N.V., Leidseweg 19, Utrecht.

Producer of coal and oil heaters wants license or joint venture to manufacture vented gas heaters. N.V., Egam Metaalwarenfabrieken, Roden.

Wants to manufacture heating and ventilating equipment for industrial and commercial applications under license, especially interested in centrifugal ventilators and gas boilers. N.V. Ingeniersbureau Ir. A. Kok w.i., Cornelis Houtmanstraat 15, Utrecht.

Seeks license to make gas heating equipment. Eur-O-Matic, P.O.B. 25, Weesp.

344 Sheet metalwork

License sought to make such items as shower doors and enclosures, bathtub enclosures and small machined parts. Be Kroes Cashregister N.V., 58 Hertogstraat, Nijmegen.

General engineering firm seeks license to manufacture heavy equipment such as pressure vessels and boilers. Wilton-Fijenoord, Schiedam.

Manufacturer of sheet metal products seeks license to make L.P.G. storage and transport tanks. Konig N.V., Weteringkade 155, The Hague.

353 Construction, material-handling equipment

License sought for the production of conveyor and hydraulic equipment, valves and fittings for the oil and chemical inindustries, mechanical and hydraulic presses and hydraulic motors and pumps. N.V. Lips, Drunen.

Conveyor systems manufacturer seeks license to make conveyor systems and other material-handling devices as well as foundry equipment. Deucon N.V., 12 Fabriekstraat, Deurne.

Heavy machinery manufacturer wants license to produce road building equipment, mining machinery, winches, oil and chemical industrial equipment, cranes and offshore drilling equipment. Woele's Scheepswerven en Machinefabriek N.V., Ringdijk 598, Bolnes.

License sought for the manufacture of hydraulic and/or air-operated material-handling devices. Machinefabriek Mandigers N.V., Kannaldijk Nrd. 23, Eindhoven.

354 Metalworking equipment

Machine tool accessory manufacturer seeks license to make carbide cutting tools and tool accessories. Scully Hispasuiza, 169 Terheijdenseweg, Breda.

Manufacturer of heavy machinery seeks license to make steel rolling mill and other heavy equipment. Werkspoor N.V., Amsterdam.

License wanted to produce machine tools such as drills, mills, lathes and grinders. Mercedes Nederlandsche Snelpersenfabriek N.V., 84 Distelweg, Amsterdam.

355 Food-processing equipment

Manufacturer of food-processing plants wants to cooperate with large U.S. food-machinery producer to exchange know-how

and products for complete line of food-processing plants for European and U.S. markets. Gebr. Stork & Co. 's Apparatenfabriek N.V., Amsterdam (North).

356 Pumps

Irrigation-pump manufacturer seeks license to make pumps and valves for chemical plants and oil refineries. NV Machinefabriek Hoogenlande, Utrecht.

597 Jewelry store

Owner of 4 jewelry stores seeks buyer for its business valued at about $417,000. Handelsonderneming Firma Ph. Bonnevit, Albert Cuypstraat 166, Amsterdam.

10 tourist hotels wanted in Ceylon

Attractive sites selected; large & small units to be built; guarantees given

The Government of Ceylon is planning a massive, islandwide hotel-expansion program.

Ten new hotels are planned—three in the Colombo area and the others strategically located throughout the country.

The overall program calls for an addition of 1,050 double and 150 single rooms over existing facilities, with an increase in the number of hotel beds from 1,147 to 3,397.

Scenic, historic views

Sites have been selected to provide tourists with fine scenic and historic views. Construction and facilities vary from a 250-room "Hilton-type" hotel to the cottage or village type.

Two large 250-room hotels are planned for the Colombo area, one about a half mile from the city, overlooking the esplanade and sea front, and the other in a resort area fronting on Mt. Lavinia beach. Establishment of a special school for training hotel staffs is an essential part of the project.

Foreign participation in the project is welcomed by the Government of Ceylon. This participation, according to reports, may amount to as much as 50%, with the Government taking the other 50%, or perhaps the allotment of 25% to Ceylonese private enterprise, 50% to foreign private enterprise and 25% to the Government. These proportions, however, serve only as indicators and can be varied and are subject to negotiation with any potential foreign investor.

Government-of-Ceylon guarantees exist for repatriation of capital and profits, subject to general taxes in Ceylon, according to reports.

Firms experienced in the hotel industry should write for additional information to: The First Secretary, Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington 8, D.C.

Incentives offered for new plants in Caribbean area

Dominica, largest island of the Lesser Antilles, is prepared to offer tax as well as import and export concessions to foreign investors who establish plants in this British West Indian colony.

Industrial plants which particularly interest government officials are those requiring large labor forces such as garment factories or r a d i o, electrical equipment and watch assembly operations.

For further details, U.S. investors should write to the Permanent Secretary, Ministry of Trade & Production, Roseau, Dominica, West Indies.

Brazilian firm plans expansion

Tannery, soap and food plants call for outlay of $645,000

The largest meat packer in northeastern Brazil needs $645,000 to expand its operations.

Specifically, the Brazilian firm wishes to establish a tannery, a plant for balanced food rations and one for toilet soap and a cannery to produce canned beef and sausages.

Interested U.S. investors would be expected to supply the capital to purchase the machinery for these installations and the technicians to put them in operation. In return, the Brazilian firm is willing to allow up to 50% equity participation.

The firm's current assets are valued at about $1 million. At the present time, the firm enjoys total state-tax exemption and 50% income-tax concessions.

Further details may be obtained by any established firm by request to the Office of International Investment—File 2-2011-3, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Colombian meat packing industry potential cited

Study prepared for AID sees good return on investment

The potential for a meatpacking industry in Colombia has been explored in a recently released report.

This exhaustive study concludes that a modern meatpacking industry in Colombia is feasible, providing that certain requirements are met. A business venture in the industry offers the prospect of a profitable return on investment, the report emphasizes.

The study, *Proposed Meatpacking Industry Program for Colombia,* was completed in August 1961 by Booz, Allen and Hamilton, management consultants, for the Agency for International Development (AID), and has recently been approved for public release by the Government of Colombia. Volume I, the report proper, comprises 122 pages and Volume II, the appendix to the report, totals 99 pages.

Copies of the complete study are available in photocopy form and in 35 mm. strip microfilm. The report proper is identified as PB 163014 and is priced at $13.50 in photocopy form and $5.85 in 35 mm. strip microfilm. The appendix is identified as PB 163014-S1 and carries a price of $10.10 in photocopy reproduction and $3.69 in microfilm. Complete reports, comprising both volumes, are $23.60 in photocopy and $9.54 in microfilm.

Firms interested in obtaining copies of the study should identify it by number and title and enclose checks with orders. Checks should be made payable to Office of Technical Services.

Orders should be mailed to: Office of Technical Services, U.S. Department of Commerce, Washington 25, D.C., or to the nearest U.S. Department of Commerce Field Office.

JET TRIPS TO ITALY

TWA is expanding its air service to Italy. Starstream jets are making nonstop flights between New York, Boston and Milan as well as between Los Angeles, New York and Milan. Flying time between Milan and New York is 7 hours, 25 minutes.

World Trade Opportunities pages 25-40

Argentina invites tenders for navigation channel study

The State Secretariat of Public Works for the Argentine Government invites tenders for the study and planning of a navigation channel connecting the Port of Buenos Aires with the Parana de las Palmas River, constituting a direct waterway for river and sea-going ships to deep water of the river.

Public tender no. 3644 calls for the preparation of a study to include all features and cost relating to the economy of river and maritime transportation, construction and conservation of the channel and minimum alterations of the hydraulic system of the zone.

Preliminary studies are to compare the proposed channel with the existing channels with respect to navigational costs and construction and/or conservation costs. These studies are to include scale models showing the influence of currents and tides, to prove the practicability of the proposed channel.

The estimated cost of the study is US $290,000.

Tenders should be addressed to the Sr. Director, Nacional de Construcciones, Portuarias y Vias Navegables, Ing. Roberto P. Maresca, Avda 9 de Julio 1925, Buenos Aires, Argentina, and must be guaranteed by a deposit of US $2,915 (400,000 Argentina pesos.) Deadline for tenders is 4:00 pm., October 1.

Specifications covering the study may be obtained for US $72.89 (10,000 Argentine pesos) per copy from the Sr. Director Nacional de Construcciones or the Commercial Office of the Argentina Embassy, 1600 New Hampshire Ave., N.W., Washington 9, D.C.

Plant equipment sought by firm in Ceylon

Jafferjee Bros., P.O. box 1180, Colombo, Ceylon, is seeking offers from U.S. firms for a 350/500 gallon per minute trailer pump, a humidifying and ventilation plant, a steam generating plant, and textile machinery to complete their rayon textile mill INTERNATIONAL COMMERCE, Sept. 3, 1962, p. 26).

Specifications for the pump, the humidifying and ventilation plant, and the steam generating plant are available from Trade Opportunities Staff, BDSA-111, Rm. 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675).

Details concerning the additional textile machinery required may be obtained by contacting Jafferjee Bros. direct.

Building materials needed for Uganda high school

United Builders & Contractors, Ltd., P.O. box 1592, Kampala, Uganda, is interested in making contact with U.S. firms who will supply their requirements for the construction of a high school.

Some of the items sought are stainless steel sinks, laboratory equipment, plumbing fixtures, flat glass and mirrors, glazed wall tile, floor tile of plastic and cork, accoustical tile, soft and hard board, electric fans and air conditioners, electrical wiring, switches.

Light fittings, cast iron, galvanized iron and copper pipes and fittings, conduit pipes, coloring for cement, mortar and plaster hardeners, roofing materials, louvers, furniture for class rooms and cafeteria, electric, gas or oil fired kitchen equipment, blackboards, and stage equipment.

While these materials are needed immediately, United Builders & Contractors, Ltd., wishes to establish business relations on a long-term basis.

A WTD, dated April 9, is available from Commercial Intelligence Division, Rm. 1830B, Department of Commerce, Washington 25, D.C.

Japanese trading firm interested in citric acid

One of the principal Japanese trading firms has expressed an interest in importing U.S. produced citric acid if the price is competitive with that of European suppliers. Citric acid is listed among the newly liberalized items.

Citric acid was listed in a recent Embassy survey of potential items for U.S. export expansion The import of this item was liberalized on April 1.

Imports of citric acid in 1962 totalled 178 mt. Imports of calcium citrate used in the production of citric acid were 7,194 mt. Informed sources believe that if the price is satisfactory, citric acid import will expand most substantially.

For additional information interested parties should contact the Commercial Attache, U.S. Embassy, Tokyo, Japan.

Ireland plans development of sea fishing industry

As a result of current thinking and plans for the development of the Irish sea fishing industry, an outlined program was submitted by the Parliamentry Secretary of Ireland to the Minister for Lands (with special responsibility for fisheries) on March 31.

This program will be centered around the expansion of inshore fishing fleets owned by Irish skippers, small companies and cooperatives. The Sea Fisheries Board will concentrate on the finance of ship construction, the development of advisory services, and the building up of an extensive marketing organization.

The Sea Fisheries Board, however, is most interested in attracting North American fleet operators interested in entering the European markets to utilize Irish facilities. This could be done on a basis either of direct sales to the Sea Fisheries Board at Irish ports or on a joint enterprise basis with the Board.

For further information contact the U.S. Embassy, Dublin, Ireland.

Iraq extends bid deadline

Government Oil Refineries Administration (GORA), Baghdad, Iraq, has extended the bid deadline of tender 61/62 for supply of ferrous and non-ferrous metals from February 26 to June 11 (INTERNATIONAL COMMERCE, Feb. 4, p. 32).

Tender documents may be obtained from Government Oil Refineries Administration, Baghdad, Iraq, or the Copper Division, BDSA, Rm. 4806, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-2162).

East Pakistan seeks fish harbor experts

The Marine Fisheries Department at Chittagong, East Pakistan is seeking the services of a team of fish harbor experts.

These experts will be required to produce a report that will evaluate the proposed fish harbor site at Chittagong and include: 1) Recommendations for the most suitable site or sites for a sea fishing industry in East Pakistan; 2) Recommendations of fish harbor size(s) relative to present and estimated future requirements; 3) Detailed estimated construction costs; and 4) Preparation of a report suitable as a basis for application for development loan financing.

Interested parties are requested to send a resume of their qualifications along with an estimate of required time and costs to the Director, Marine Fisheries Dept., Government of Pakistan, Ministry of Food and Agriculture, West Wharf, Karachi, Pakistan, with copies to the Deputy Director, Marine Fisheries, CGO Bldg., Agrabad, Chittagong, East Pakistan.

Paper, stationery products requested by Ethiopia

The Ministry of Stores and Supplies of the Imperial Ethiopian Government, Addis Ababa, Ethiopia, invites bids for 140 tons of various grades of bond, duplicating, and writing papers. The bid also includes manila board; 20,000 packets carbon paper; 50,000 envelopes; 3,000 desk pads; 420 dozen bottles endorsing ink; 500 dozen bottles writing ink; 1,000 pcs. ink pots, 2,000 staples; 2,000 adding machine rolls; 2,000 tubes duplicating ink for Gestenter; 70 boxes superfine plated mild steel pins; 10,000 ball point pens; and 15,000 ball point pen refills.

Tender no. 150 calls for a bid deadline of June 13, 1963.

Copies of specifications, including bidding instructions, are available on a loan basis to firms located in the U.S. from the Forest Products Division, BDSA, Department of Commerce, Washington 25, D.C. (Telephone: WO 7-3003).

Radio telephone units requested by Iraq

Tenders to supply 31 fm mobile radio telephone units and two base stations for the Directorate General of Police, Baghdad, Iraq, have been called for by Central Foreign Purchasing Board, Ministry of Finance, Baghdad, Iraq.

The mobile units are to be transistorized equipment, not less than 25 watt output, operating in the 68-132 mc. range, and capable of six-channel operation. The base stations should be 250 watt units, operating in the same range with six-channel capability. Antennas, spare parts and accessories are also to be provided.

The tender, no. 14/65, closes June 30. Terms and specifications may be obtained from the Central Foreign Purchasing Board, Ministry of Finance, Baghdad, Iraq, against payment of ID 2 ($5.60) per copy, plus $0.70 for air mail from Baghdad to the U.S.

A copy of the bid documents may be reviewed at the Electronics Division, BDSA, Rm. 4125, Department of Commerce, Washington 25, D.C. (Telephone: WO-7-2334).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington 25, D.C., Room 4319, Telephone WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated.

019 Fisheries

JAPAN—Tropical fish; sea sponges, 2½"-4" preferred; silk sponges, cutted quality; requests samples. Direct purchase and agency. Daido Co., Ltd., (importing distributor, manufacturer's agent, manufacturer, exporter), Okazakibashi Bldg., 90 Utsubo=honmachi 3-chome, Nishi Ku, Osaka.

121 Bituminous Coal

● **SUDAN**—Bituminous coal, 15,000 t., for use as locomotive steam coal. Contract no. 2827, bid deadline July 8. Controller of Stores, Sudan Railways, P.O. Box 65, Atbara. (Telephone: WORTH 7-2421).★

149 Gypsum

■ **KOREA**—Raw gypsum rock, crushed, maximum size four in. dia. to dust, purity 94% min., so3 44.7%, approx. 7,619 mt. FOB country of origin. C&F Pusan, U.S. flag vessel. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline June 12. Tong Yang Cement Manufacturing Co., Ltd., 140, Puckchang-dong, Choong-ku, Seoul, Ref. no. FFO-SAI-3-332. Copy of offer to be sent air mail to Bank of Koren, Attn: AID Section and to the Director, USAID, Seoul, c/o American Embassy, Seoul.

195 Small Arms

ITALY—Shotguns and rifles for big game; automatic pistols and revolvers. Banchetti Sport (retailer of sporting goods), Via Principe Eugenio 62, Rome.

203 Canning, Preserving Foods

★★ **NETHERLANDS—Trade Mission**

Food importer seeks agencies for raisins, prunes and canned cherries. N.V. Agentuur en Commissiehandel v/h P.C. Vis & Co., Prins Hendrikkade 20-21, Amsterdam. IR-134

★★ Agency seeks food specialities and notions to sell to wholesalers and chain stores, including department stores. J. H. dee Veer, 28 Hacquartstraat, Amsterdam-Z. IR—86.

207 Confectionery

★★ **NETHERLANDS—Trade Mission**

Importer of food products seeks a source of maple syrup. Direct purchase from manufacturer. M. H. Boas N.V., Kloveniersburgwal 61, Amsterdam. I.R.-145.

★★ Manufacturer of candy wishes to purchase small consumer packages of sweets (not chocolate) for resale. Would eventually purchase in bulk for local packaging. M.&P. Smulders Confectionery Works, Ltd., Ceintuurbaan 33, Rotterdam. WTD 3/8/63. I.R.-275.

208 Beverage Industries

★★ **NETHERLANDS—Trade Mission**

Manufacturer of Dutch liqueurs wishes to act as a distributor of a U.S. manufacturer of liqueurs who would in turn distribute Dutch liqueurs in the U.S. Boomsma Distilleries, Leeuwarden. I.R.-206.★

209 Food Preparations

GERMANY—Instant coffee and vacuum packed party snacks. Kasper u. Opitz, (manufacturer, wholesaler), 55 Mannheimer Strasse, 6702 Bad Duerkheim/Rheinpfalz.

★★ **NETHERLANDS—Trade Mission**

Direct import of lecithin, pretzels, fruit flavors, whip topping or preferably act as exclusive agent for manufacturer. Imponex N.V. Trading Co., v. Perseijnstraat 24, Amersfoort. I.R.-54.

★★ Seeks direct supplier of raw materials for margarine and other edible fats and shortenings. Pon En Co., v. Perseynstraat 14-18, Amersfoort. I.R. -55.

PHILLIPINES—Soybean oil meal and fish meal in bulk, Direct purchase and agency. Young's Trading, (importing distributor, manufacturer's agent), 629-631 Elcano, Manila. WTD 4/1/63.

220 Textile Mill Products

HONG KONG—Dress fabrics of silk, synthetic fiber, cotton, nylon, woolen, brocade; requests replies from manufacturers only. The Mercantile Agency, (H.K.), (manufacturers' representative), P.O. box 1979. WTD 9/28/61.

★★ **NETHERLANDS—Trade Mission**

Importer of fabrics wants agency for cotton, worsteds, rainwear fabrics. Jan Weve Agenturen, Rietnesse 2, Amsterdam. I.R.-204.

★★ Importer and distributor of textiles seeks exclusive representation for piece goods, upholstery and curtain fabrics. Martinet General Products, Museumlaan 7, Bussum. I.R.-246.

★★ Textile dealer wants agency for fabrics to be used in clothing manufacturer, especially raincoat and suit linings and interlinings. Louis Ph. Polak, 5 Watteaustraat, Amsterdam. IR-107.

225 Knitting Mills, Products

★★ **NETHERLANDS—Trade Mission**

Seeks source of bulk synthetic yarns for resale to Dutch spinners. Societe Lainiere De Filature (Nederland) N.V., Johan van Oldenbarneveltlaan 47, The Hague. I.R.-108.

227 Floor Covering Mills, Products

AUSTRALIA—Tufted floor carpets; cotton, rayon, nylon (all sizes). Sexton Lowe, Pty., Ltd., (manufacturers' agent), 106 Edward St., Brisbane, Queensland. WTD 4/17/63.

228 Yarn, Thread Mills, Products

ECUADOR—All types of knitting yarns: wool, nylon, synthetic fiber, mixed yarns, boucles, mohair, astrakan, for handknit sweaters and other garments for men, women, children and infants; all types of yarns for knitting sweaters, socks, by hand-operated machines; requests samples of yarns and color range. Direct purchase and agency. Felix Romero Hidalgo y Cia., (importer, distributor), P.O. box 88, Galle Garcia Moreno 675, Quito.

229 Textile Goods

GERMANY—Jute fabrics used for the reinforcement of carpet backing; requests replies from manufacturers only. Baumwollspinnerei Eilermark AG, (manufacturer), 11 Viefhuesweg, P.O. box 105, 4432 Gronau/Westf. WTD 3/1/63.

Artificial leather, made of plastic and expanded vinyl, with or without textile base, suitable for the production of handbags, luggages, leather-wear, and upholstered furnitures. Direct purchase and agency. Ferdinand Scherer, (importer, wholesaler, sales agent), 19-21 Heinrich Strasse, Bad Kreuznach.

■ **KOREA**—Rayon tire cord, tyrex 1100F/720D on cones, 10,000 lbs; same, except 1650F, 40,000 lbs. PA#489-901-356-3202. Limited worldwide (901). Hung A. Industrial Co., Ltd., no. 42, Junpo-Dong, Pusan. FFO-SAI-3-432. Bid deadline June 18. Copy of offer to be sent air mail to Bank of Korea, Seoul, Attn: AID Section, and to the Director, USAID, Seoul, c/o American Embassy, Seoul.

★★ **NETHERLANDS—Trade Mission**

Seeks agency for textile piece goods, rainwear fabrics, laces, lingerie, worsted suitings, and marquisette. J. Stork, 70 Burg. van de Pollstraat, Amsterdam. I.R. -112.

232 Men's Youths', Boys' Furnishings, Work Clothing

★★ **NETHERLANDS—Trade Mission**

Seeks exclusive representative of a U.S. manufacturer of low-priced men's furnishings, especially suits and sportcoats. Fasting Agentuur En Handelsondernemming, Europalaan 645, Tilburg. I.R. 219

233 Women's, Misses', Juniors' Outerwear

★★ **NETHERLANDS—Trade Mission**

Manufacturer of ladies' dresses and children's wear wishes to expand line by handling U.S.-made teenage dresses, sportswear and women's dresses. Sindorff Confectie N.V., Damrak 49, Amsterdam. I.R. 205

★★ Agency wanted for high quality ladies wear from the U.S. Also, related novelty items and accessories. Hanett Confectie C.V., Euroboutique, N.V., Dam 2A, Amsterdam. IR-109.

★★ Large clothing importer seeks exclusive agency for U.S. ready-to-wear and lingerie. Netherlands American Import Co. Texon, 107 Rokin, Amsterdam. IR-125.

★★ Direct purchase from manufacturer of cheap women's apparel, children's dresses, and print clothes. Agentuur-en Commissiehandel D. Holtland, Duindoornlaan 5, Haarlem. IR-30.

234 Women's, Misses', Children's, Infants' Undergarments

JAPAN—All types of fine quality lingerie for women. Direct purchase and agency. Tenkei Trade Co., Ltd., (importer, retailer), 53 Kuzaemon-cho, Minami Ku, Osaka. WTD. 1/31/63.

240 Lumber, Wood Products

ITALY—Lumber and plywood. Direct purchase and agency. Requests replies in Italian. Francesco Pizzino, (importer, wholesaler), Viale della Magliana 63, Rome.

Pitch-pine lumber, plywood, insulation wood fireboard, wood laminates. Direct purchase and agency. Requests replies in Italian. Soc. E. Giacobbi di G. Vannini & F., (importer, wholesaler agent), Piazza della Chiesa Nuova 25, Rome.

242 Sawmills, Planing Mills

ITALY—Pitch-pine, douglas fir, hemlock lumber; requests replies in Italian and French. A.C.I.L., S.r.l. (importer, wholesaler), Via dei Reti 25, Rome.

249 Wood Products

■ **TURKEY**—Separators for batteries, size 5.13/16x5.13/16x.079; and 5.3/8x5.13/16x .079". $6,000. PA#277-700-901-356-3227. Limited worldwide (901). Quotation deadline June 25. Mutlu Battery Factory, P.O. box 5, Kartal, Istanbul. S/A no. 001650.

251 Household Furniture

BARBADOS—Stacking and folding chairs. Evelyn Roach & Co., Ltd., (importer, commission agent), Rickett St., Bridgetown.

■ **CHINA**—Mattresses, coil, innerspring, various widths and lengths, 53. PIO/C no.484-Z-99-AA-0-30053. Limited worldwide (901). Bid deadline June 11. USAID Mission to China, no. 9, Poaching Rd., Taipei. Invitation no.327. Single copies of detailed specifications available in Rm. 2120, Barton Hall Office of Small Business, AID, Ohio Dr. and Independence Ave., S.W., Washington 25, D.C.

260 Paper Products

★★ **NETHERLANDS—Trade Mission**

Seeks newsprint, writing paper, printing, fancy wrapping paper, cellophane and other plastic materials for paper converting. Also cardboard, cartons. Papier Ad. Hopf Carton, Rokin 90, Amsterdam. WTD 4/16/63. I.R.-61.

261 Pulp Mills, Products

GREECE—Paper pulp; requests replies from manufacturers only. Direct purchase and agency. Benveniste & Cesana, (importer, wholesaler, sales agent), 10 Thiseos St., Athens. WTD 4/18/63.

■ **KOREA**—Bleached and unbleached sulphite woodpulp softwood; unbleached, semi bleached & bleached sulphate kraft wood pulp; bleached sulphate bagasse pulp, 90/100 airdry basis, approx. 450 lt. Shin Poong Paper Mfg. Co., Ltd., 656 Sungsu-Dong, Sungdong-Ku, Seoul. FFO-SAI-3-375.

■ Bleached and unbleached sulphite wood pulp, soft, bond, or hardwood; unbleached, semi-bleached and bleached sulphate kraft woodpulp; bleached soda wood pulp; bleached and semi-bleached sulphate bagasse pulp. 90/100 airdry, 1,400 lt. Hankuk Special Paper Mfg. Co., Ltd., 3-13-2-Ka, Chungmu-Ro, Chung-Ku, Seoul. FFO-SAI-3-386.

■ Semi-bleached and unbleached kraft pulp, prime gradem 90/100 airdry basis, 500 lt., all for multiwall sack kraft paper making. Shinhung Paper Mfg. Co., Ltd., 407, Kaibong-dong, Yungdungpo-ku, Seoul. Cable: SHINPAPER, Seoul. FFO-SAI-3-372.

All the above for PA#489-901-356-3202. Limited worldwide (901). Bid deadlines June 15. C&F or CIF Pusan or Inchon, by U.S. flag vessel. Copy of all offers should be sent air mail to the Bank of Korea, Seoul, and to the Director, U.S. AID, Seoul, c/o American Embassy, Seoul.

■ Bleached and unbleached sulphite wood pulp, soft bond grade; bleached, semi-bleached and unbleached sulphate kraft wood pulp; bleached soda wood pulp; bleached, semi and unbleached sulphate bagasse pulp. All prime grade 90/100 air-dry basis, approx. 200 lt. CIF or C&F Pusan, must show fob price and freight on basis of U.S. flag vessel. Zinzyu Paper Manufacturing Co., Ltd., 203, Chilam-Dong, Zinzyu. FFO-SAI-3-343.

■ Bleached sulphite woodpulp, 90/100 air dry basis, prime, softwood, bond, semi-bleached and unbleached kraft woodpulp, 90/100 air dry basis, prime grade, about 776 lt. C&F or CIF Pusan, all U.S. flag, FOB price. Sampoong Paper Manufacturing Co., Ltd., 36-1, Supyo-dong, Chung-ku, Seoul. FFO-SAI-3-344.

PA#489-901-356-3202. Limited worldwide (901). Bid deadline June 13. Copy of offer to be sent air mail to Bank of Korea, AID Section, Seoul, and to the Director, AID, Seoul, c/o American Embassy.

■ Unbleached, bleached sulphite wood pulp; bleached, unbleached and semi-bleached kraft sulphate wood pulp; semi-bleached sulphate kraft wood pulp, bagasse pulp. All prime 90/100 air-dry basis, approx. 200 lt. CIF or C&F Pusan, by 100% U.S. flag vessel. Samyang Paper Manufacturing Co., Ltd., #28, 2-ka, Taipyung-Ro, Choong-Ku, Seoul. FFO-SAI-3-345.

■ Bleached sulphite woodpulp, 90/100 air-dry basis, prime softwood, bond grade, semi-bleached and unbleached sulphate kraft woodpulp, same, total about 530 lt. Dae Han Paper Manufacturing Co., Ltd., 97, 3-ka, Namdaemun-ro, Chung-ku, Seoul. FFO-SAI-3-346.

Both the above for PA#489-901-356-3202. Limited worldwide (901). Quotation deadline June 13.

■ Bleaches sulphies woodpulp, 90/100 air-dry basis, prime, bond grade, soft and hard wood; same in kraft woodpulp, bleached, unbleached and semi bleached; bleached and unbleached bagasse pulp; bleached soda woodpulp, approx. 500 mt. or lt. C&F or CIF Pusan, all U.S. flag vessel. PA#489-901-356-3202. Limited worldwide (901). Bid deadline June 13. Sam Duk Paper Manufacturing Co., Ltd., 109, 2-Ka Ulchi-Ro., Chung-ku, Seoul. FFO-SAI-3-339. Copy of offer to be sent air mail to Bank of Korea, AID Section, and to the Director, AID, Seoul, c/o American Embassy.

■ Bleached or unbleached sulphite wood pulp, soft wood, bond; unbleached, bleached and semi-bleached sulphate kraft wood pulp; bleached soda wood pulp; bleached, semi-bleached and unbleached sulphate begasse pulp, all prime grade, 90/100 air-dry basis, approx. 200 lt., Dongyang Paper Mfg. Co., Ltd., 62, 8-Ka, Yungdungpo-Dong, Yungdungpo-Ku, Seoul. Reference no. FFO-SAI-3-371.

■ Bleached sulphite woodpulp, 90/100 air dry basis, prime grade, softwood, for chemical industry and/or urea resin manufacturing, approx. 79 lt., Korea Plastic Productive Cooperation, 289 Kwanchul-dong, Chonggro-ku, Seoul. FFO-SAI-3-373.

■ Bleached sulphate kraft soft woodpulp, prime grade, 90/100 air dry basis, 300 lt., Korea Bank Note Printing Co., 94 Buckchang-Dong, Chung-ku, Seoul. FFO-SAI-3-374.

All the above for PA#489-901-356-3202. Limited worldwide (901). Price should be quoted C&F or CIF Pusan. 100% U.S. flag vessel. Bid deadline June 15.

■ Bleached and unbleached wood pulp. softwood, bond; bleached. semi-bleached and unbleached sulphate kraft wood pulp. All prime grade, 90/100 airdry basis. approx. 130 lt. Ref. no. FFO-SAI-3-309. Pung Kuk Paper Manufacturing Co., Ltd., 579 Kuam-Dong, Kunsan.

■ Bleached sulphite wood pulp, 90/100 air-dry basis, prime, softwood, bond grade; bleached or unbleached sulphate kraft woodpulp, same; bleached sulphate bagasse pulp; bleached soda woodpulp, 90/100 airdry basis, approx. 1070 lt., FFO-SAI-3-310. Moo Rim Paper Manufacturing Co., Ltd., 550, Chimsan-Dong, Tae-Gu, Cable: MOORIMP, Seoul.

■ Bleached and unbleached sulphite wood pulp, softwood, bond; bleached, semi-

bleached or unbleached kraft woodpulp, bleached sulphate bagasse pulp. All prime 90/100 airdry basis, appro. 300 lt. FFO-SAI-3-307. Dong Wha Paper Manufacturing Co., Ltd., 95, 1-ka, Namdaemoon-ro, Chung-ku, Seoul.

All the above for PA#489-901-356-3202. Limited worldwide (901). Quotation deadline June 10. C&F or CIF Pusan. U.S. flag vessel. Copy of offer should be sent air mail to the Bank of Korea, Seoul. Attn: AID Section, and to the Director, USAID, Seoul, c/o American Embassy, Seoul.

■ Bleached sulphite woodpulp, softwood, bond grade; unbleached sulphite wood pulp; bleached sulphate kraft wood pulp; same, semi-bleached and unbleached. All prime grade, 90/100 airdry basis. Approx. 1,000 lt. Ref. no. FFO-SAI-3-306. Korea Paper Manufacturing Co., Ltd., Kim, Wun Chun, #38-3, Tongja-Dong, Chung-ku, Seoul.

■ Bleached sulphite woodpulp, softwood, bond grade; also unbleached, same; semi-bleached, bleached, and unbleached sulphate kraft wood pulp; bleached sulphate bagasse pulp, bond grade. All prime grade 90/100 airdry basis, approx. 300 lt. Ref. no. FFO-SAI-3-308. Dong Wha Paper Manufacturing Co., Ltd., 95, 1-ka, Namdaemoon-ro, Chung-ku, Seoul.

Both the above for PA#489-901-356-3202. Limited worldwide (901). Quotation deadline June 10. C&F or CIF Pusan or Kunsan. Quotation must show FOB price and freight on basis of U.S. flag vessel. Copy of offer should be sent to the Bank of Korea, air mail, Attn: AID Section and to the Director, USAID, Seoul, c/o American Embassy, Seoul.

■ Bleached sulphite woodpulp, softwood, bond; unbleached, bleached, semi-bleached, sulphate kraft wood pulp, 430 lt. FFO-SAI-3-333. Tong Nam Paper Manufacturing Co., Ltd., 23, Nakmin-Dong, Tongnai-Ku, Pusan.

■ Unbleached and bleached sulphite wood pulp, softwood, bond grade; bleached, semi-bleached, unbleached kraft wood pulp; bleached sulphate bagasse pulp, bleached soda wood pulp. 700 lt. FFO-SAI-3-334. Nam Han Paper Manufacturing Co., Ltd., 48-2, 2-Ka, Myung-Dong, Chung-Ku, Seoul.

Both the above for PA#489-901-356-3202. Limited worldwide (901). Bid quotation deadline June 12. C&F or CIF Pusan. Quotation must show FOB price and freight on basis of U.S. flag vessel. Copy of offer should be sent to the Bank of Korea, air mail, Attn: AID Section, and to the Director, USAID, Seoul, c/o American Embassy, Seoul.

262 Paper Mills, Products

■ **CONGO, REPUBLIC OF**—M.F. Woodfree bond paper, size 71x86 cm. 60 gr/m², approx. 10 t.; same in glazed writing paper. Offers to be made with samples. PA #660-000-355-3203. U.S. source. Quotation deadline June 15. Imprimerie du Plateau, B. P., 1729, Leopoldville. S/A no. 1293/01/01481.

● **EL SALVADOR**—Writing paper: 300 reams, white, 90 grs. per sq. m., size 30" x 40" in accordance with specifications. Tender no. 97(63), bid deadline June 12. Proveduria General de la Republica, San Salvador. ★ (Telephone: WOrth 7-3003).

■ **PAKISTAN**—Glazed kraft paper, 40" width, 38" dia., 2¾" core, $68,000; chrome art paper, 20x30", 90-92 gms. $875; crepe kraft, 40" width, 38" dia., 100 gms. 2¾" core, $3,125. Loan no. 391-H-056. U.S. source. Bid deadline June 19. M.S. International Packing Company, Ltd., West Wharf, Karachi. Cable: KRAFTSACKS, Karachi. IL#244819.

264 Converted Paperboard Products

■ **CONGO, REPUBLIC OF**—White and ivory tag, 22, 5 x 8, 5" 186 M, three tons each; canary index, 22, 5 x 28, 5" 148M., three tons; blue and green index, same, 1.5 tons each; cherry index, same, three tons; white lead chipboard, 65x100 cm., 500gr/m2, 20 tons. PA#660-000-355-3203. U.S. source. Quotation deadline June 13. Imprimerie de l'Avenir, B.P. 799, Leopoldville, S/A no. quota no. 29. Offers to made with samples.

GREECE—Tabulating cards for computing and accounting machines. Direct purchase and agency. S. A. Salvanos, General Import Trade, (importer, wholesaler, sales agent), 42 Panepistimiou St.-Karalopoulos Bldg., Athens. WTD 4/5/63.

280 Chemicals

GERMANY—Cosmetic articles, toilet articles, perfumes, pharmaceuticals. Jerome Mons, (importer, retailer), 8 Opernstrasse, 35 Kassel.

★★ **NETHERLANDS—Trade Mission**

Seeks industrial chemicals especially anti-foam agents of silicones. "Ladeco," Oud Blaricummerweg 24, Laren. I.R.-40.

★★ Biochemicals, beverage concentrates (for sale to manufacturers); sanitation chemicals, solvents, drain-cleaning; chemicals for detecting gas leaks. N. V. Chemische Fabriek Naarden. Naarden. WTD 12/4/62. I.R.-79.

281 Industrial Chemicals

BRAZIL—Potassium chloride (muriate) and ammonium sulphate for fertilizers. Direct purchase and agency. Scanbras-Industrial e Comercial S.A., (manufacturer's agent, importing distributor), Rua Marques de Itu 70, 15° andar, Caixa Postal 8178, Sao Paulo. WTD 9/17/62.

FRANCE—Anhydrous ammonia, phosphates, superphosphates, potassium, potassium chloride, and "liqueur de Barrett," suitable for the preparation of complex granulated fertilizers, mixed fertilizers or compounds; correspondence preferred in French. Direct purchase and agency. Roger Gratecap Etablissements, (manufacturer, wholesaler, exporter), 11 Rue Thiers, La Rochelle, Charente-Maritime. WTD 4/17/63.

GERMANY—Chemical materials for the plastics, varnish, paper, printing ink and rubber industries. Exclusive direct purchase and agency on commission fee basis for Germany. Heinz G. Ch. Gerke, (importer, sales agent), 18 Luermanstrasse, P.O. box 1024, Bremen.

■ **KOREA**—Polyethylene, resin, film grade; titanium dioxide, anatase, rutile; borax, tech., soda ash, light and dense; carbon black, potassium hydroxide, acetal acid, boric acid, phenol; caustic soda, solid/flake. Amount $14,625. Hae Sung Industrial Co., Ltd., 28, 1-ka, Chungmu Ro, Chung-Ku, Seoul. Cable: HAESUNGCO, Seoul. FFO-SAI-3-428.

■ Titanium dioxide, anatase 98/100% or rutile; carbon black; caustic soda; soda ash; boric acid; formaline 40%. $8,044.11. Sangshin Industrial Co., Ltd., 99, Ta-Dong, Chung-Ku, Seoul. Cable: SANGSHINCO, Seoul. FFO-SAI-3-433.

■ Caustic soda, solid or flakes, 98% up NaOH; soda ash, light and dense, about 100 mt. each. Mukung Hwa Fats & Oils Co., International P.O. box 1428, Seoul. Cable: YUJINTAB, Seoul. FFO-SAI-3-434.

■ Soda ash, dense 99% up, 200 mt. Dai Han Glass Co., Ltd., #9, 5-Ka, Dangsan-Dongpoo-Ku, Seoul. Cabled quotations accepted. FFO-SAI-3-411. Bid deadline June 17.

All the above for PA#489-901-356-3202. Limited worldwide (901). Bid deadlines June 18. C&F or CIF Pusan or Inchon. U.S. flag vessel. Copy of offer to be sent air mail, to Bank of Korea, AID Section, and to the Director, AID, Seoul, c/o American Embassy.

■ Fused alumina oxide, brown, no. 20 to 600, about 45 mt.; same except white, 30 to 100, five mt. Samyang Grinding Wheels Factory, 1371, Wondae-Dong, Daegu. Ref. no. FFO-SAI-3-387.

■ Fused alumina lionite grade mesh no. 24-80, approx. 20 mt.; white lionite grain mesh no. 36-80, one mt. Hong Jin Industrial Co., Ltd., 112-35, Sokongdong, Chung-ku, Seoul, C.P.O. box 353. FFO-SAI-3-388.

■ Fused aluminium oxide, lionite, 20/400, about 37.6 mt.; same, except white, 30/80, about five mt. Smaha Grinding Wheels Co., #413, Chong-Chon-Dong, Inchon. FFO-SAI-3-395.

■ Fused aluminium oxide, lionite, 20/400, about 16.3 mt., same, except white, #400/800, 0.2 mt., silicon carbide, carbonite #16/400, about 15.4 mt. Kum Sung Grinding Inc., Co., 524, Jundong, Inchon. FFO-SAI-3-398.

All the above for PA#489-901-356-3202. Limited worldwide (901). Bid deadlines June 16. All CIF Inchon, U.S. flag vessel. Show FOB price. Copy of all offers air mail to Bank of Korea, Seoul, Attn: AID Section and to the Director, USAID, c/o American Embassy, Seoul.

■ Caustic soda, solid, 98% up, NaOH, packed suitable for export. C.I.F. Pusan (west coast ports and east coast port of U.S., all U.S. flag vessels). Tong Yang Chemical Products Co., Ltd., no. 112 Puam-Dong, Pusanjin-Ku, Pusan. FFO-SAI-3-424.

■ Soda ash, 97% light or dense, about 340 mt. Jung Rim Soap Mfg. Co., 153 Jungrim-Dong, Sudaemun-ku, Seoul. FFO-SAI-3-412. CIF & C&F Pusan, U.S. liner vessel.

Both the above procurements are for PA#489-901-356-3202. Limited worldwide (901). Bid deadline June 17. Copy of offer to be sent air mail to Bank of Korea, Seoul, Attn: AID Section, and to the Director, USAID, Seoul, c/o American Embassy, Seoul.

■ Caustic soda, NaOH Solid, 98% up, approx. 120 mt.; soda ash, light or dense, Na_2CO_3 99.7% up approx. 240 mt., CIF Pusan or Inchon port, U.S. flag vessel. Taiwha Chemicals Co., Ltd., 242 5-ka, Yongdongpo-Dong, Yongdongpo-ku, Seoul. Ref. no. FFO-SAI-3-421. Copy of offer to be sent air mail to Bank of Korea, Seoul, Attn: AID Section. and to the Director, USAID, Seoul, c/o American Embassy, Seoul.

★★ **NETHERLANDS—Trade Mission**

Seeks reliable sources for dyestuffs, detergents and chemicals for finishing fabrics. Kvk Verkoopbureau N.V., Paslaan 9, Apeldoorn. I.R.-97.

★★ Manufacturers' representative in the laboratory equipment line wishes agency for sulphur for chemical and sugar industry. Fa. Stuivinga & Wagter, Herengracht 292, Amsterdam. I.R. 276

★★ Manufacturer of heavy chemicals wishes to represent U.S. firms producing manganese sulphate, phosphoric acid and copper sulphate. Chemproha, Ringdijk, Zwijndrecht. I.R. 189★

■ **PAKISTAN**—Zinc oxide; lithopone; iron oxide; rubber dyes; magnesium carbonate. Large assortment and quantities. Loan no. 391-H-056. U.S. source. Bid deadline June 15. Pasricha Brothers, Ltd., Jhumra Rd., P.O. box 103, Lyallpur, West. Cable: RUBBERFELT. IL#224252. Purchaser's No. K-17190.

■ Sodium chlorate; potassium chlorate; lissapol nh, caustic soda and flakes, 28

items. Total value $11,550. IL#254421. Mohd. Maqsud & Sons, Jodia Bazar, Karachi. Cable: POTASH, Karachi.

■ Various acids, brilliant, blue, long list of items, large quantities. IL#231649. Capco Aziz, Ltd., 5th Fl., Muhommadi House, McLeod Rd., Karachi. Cable: CAPCOAZIZ.

Both the above procurements for Loan no. 391-H-056. U.S. source. Bid deadline June 13.★

■ Napthol, indigo; aligarine, indigosol; chrysophenine; magenta yellow and crystal; malachite green; chlorazol black. Large quantities, 69 items. Loan no. 391-H-056. U.S. source. Bid deadline June 13. Muhammed Ahmed & Bros. 58, Lakshmi Bldg., Bunder Rd., Karachi 2. Cable: MABROKAR, Karachi. IL#345001.

■ **PAKISTAN**—Chrome salt powder, dry, for leather tanning; synthetic tanning, bleaching agent; leather finishes, liquid, different shades; leather dyes; bating agent, $10,500; various tanning chemicals, $4,200. Loan no. 391-H-056. U.S. source. Bid deadline June 10. Firdaus Tanneries, Prop. H. Sh. Mohd Hussain & Co., Ltd., Hide Market, Lahore. Cable: FIRDAUS, Lahore. IL#232258.

■ Phenol pharmeldehyde, moulding powder, easy flow, general purpose; urea pharmeldehyde, moulding powder; polyethelene, natural, cellulose ecetate, moulding powder; polypropylene, colored. C&F quotations. Loan no. 391-H-056. U.S. source. Bid deadline June 9. Pak Plastic Industries, C-17, S.I.T.E., Manghopir Rd., Karachi. Cable: PEPEAI, Karachi. IL #255388. Dollar Value $26,460.

■ Naphthol, trivamine, procion, ramazol, alcian green, blue and yellow, various acids, large variety and quantities. Loan no. 391-H-056. U.S. source. Bid deadline June 9. Diamond Colour Co., Virjee St., Jodia Bazar, Karachi. Import License #245603. ★

■ Plioflex 1502, 1510, B-6; natsun 200; ameripal 1509 and 1511. Loan no. 391-H-056. U.S. source. Bid deadline June 10. Pakistan Rubber Products, Geelani Bldg., Khori Garden, Karachi 2. Cable: RUBBERLAND, Karachi. IL#245536. Dollar Value $20,160.

■ Direct acid and basic colors, various, 10 cwts. to five tons each; vat colors, soluble, etc.; indigosol; acramine; naphthol colors; ra pidogan and rapid fast colors; alcian and procian colors; sulphur colors; micro disperse colors; phatalogen colors; anthrasol; remazol and lumatex colors, large quantities and assortment. Loan no. 391-H-056. Bid deadline June 10. Razak, Ltd., 5 Rauf Manzil, Bombay Bazar, Karachi 2. Cable: GOLDCASTLE. IL#334491. ★

■ Naphthol, indigo, alizarune, indigosol, chrysophenine, caledon, 68 items. Loan no. 391-H-056. U.S. source. Bid deadline June 10. Muhammed Ahmed & Brothers, 58 Lakshmi Bldg., Bunder Rd., Karachi 2. Cable: MABROKAR, Karachi. IL#245001. ★

■ Caustic soda, solid and flakes, $1088 each; soda ash light, $598; baking soda, acetic acid tech. glacial; rangolite "C" lumps; blonkitl citric acid granular B.P., stannous chloride; borax graular/powder; boric acid, $1088 each; 12 naccosol NR, $492. C&F Karachi. IL#334803; naphthol AS, BS, ASG, trivamine, scarlet, blue; anthrasol, various colors; lumatex, large quantities. IL#334806. Loan no. 391-H-056. U.S. source. Bid deadline June 12. Haji Gaffar Haji Latif Saya, Jodia Bazar, Karachi 2. Cable: NANEDEWALA, Karachi. IL#334805. ★

■ Potassium Chloride, five lt.; huramine; victoria blue; solar orange dyes, 1,000 lbs. each. Send samples, shade cards, analytical data report, performa invoice in triplicate. C&F Karachi. Suppliers must give name of their bankers. Loan no. 391-H-056. U.S. source. Bid deadline June 12. Adamjee Paper Board Mills, Ltd., Nowshera c/o Adamjee Industries, Ltd., Paper Board Division, Adamjee Chambers, McLeod Rd., Karachi. IL #226305. Cable: ADAMJEES, Karachi.

PHILIPPINES—Chemicals and processes for fire-proofing of lumber and insect and dry rot-proofing of lumber. Buena Sawmills, Inc., (sawmill, finishing mill), 3644 Santa Mesa Blvd., Manila. WTD 4/16/63.

■ **VIETNAM** — Anhydrous ammonia, 50 mt., Societe d'Oxygens & d'Acetylene d'Extreme Orient, 1-3 Nguyen-Truong-To, Saigon.

■ Histamine diphosphate; orthoform; thiocarbamide, piperazine, procaine, bismuth. Vietnamienne Pharmaceutique, 112 Tran Hung Dao, Saigon. ★

Both the above are limited worldwide (901) procurement. Bid deadlines June 12.

Offers will be reviewed on C&F basis only. FOB and freight costs must be indicated separately. Copy of each offer to be sent to Director General of Commerce, 59 Gia Long, Saigon.

282 Synthetic Materials

GERMANY—Heat-resistant silicon sponge rubber in sheets or rolls for commercial laundry and clothing presses. Exclusive distributorship for Germany. UCLA Unnering & Claassen, (wholesaler, importer, exporter, manufacturer), 63 Kastanienstrasse, Bremen.

GREECE—Synthetic rubber. Stylianou - Halkias & Co., - "Alyssida" Rubber Industry, (manufacturers), 31 Aristotelous St., Thessaloniki. WTD 6/7/60.

■ **KOREA**—Polyethylene, virgin grade for film blowing, 165,000 lbs; polyethylene, off grade, for extrusion, 109,000 lbs.; pvc compound, extrusion grade, 50 mt. C&F or CIF Pusan, U.S. flag vessel. Ref. no. FFO-SAI-426. Young Jin Chemical Co., 54 2-Ka Dongdaishindong Suku, Pusan. Cable: DONGAMIWON, Seoul.

■ Vinyl resin solid and emulsion, or equivalent. Daihan Paint Printing Ink Manufacturing Co., Ltd., 44 4th St., Moonraidong, Youngdongpoku, Seoul. FFO-SAI-3-425.

Both the above procurements are for PA #489-901-356-3202. Limited worldwide (901). Bid deadlines June 11. Copy of offers made should be sent air mail to the Bank of Korea, AID Section, Seoul, and to the Director, USAID, c/o American Embassy.

■ Staple fiber, viscose rayon, 1.5 denier, 1.5" cut, dull or bright regular crimped, about 141,700 lbs.; acetate rayon, 1.5 dr. and cut, sull or bright crimped. Tongyang Spinning Co., Ltd., 92, Mukyo-Dong, Choong-Ku, Seoul. FFO-SAI-3-408. Bid deadline June 16.

■ Viscose rayon staple fiber, crimped, bright and/or dull, 3.75, 4,5,6, denier x 2, 3 inches; 10, 12 denier x 120, 150 mm., approx. 381,000 lbs. The Woolen Spinners & Weavers Assn., of Korea, no. 47, 2-Ka Myung-Dong, Chung-Ku, Seoul. FFO-SAI-3-429. Bid deadline June 18.

Both the above procurements are for PA #489-901-356-3202. Limited worldwide (901) C&F or CIF Inchon and/or Pusan. Indicate FOB quotation. Copy of offer to be sent to Bank of Korea, Seoul, AID Section, and to the Director, USAID, Seoul, c/o American Embassy.

■ Acetate yarn, A grade, 55/75/100/120/150/200/300/600 and/or same in viscose rayon filament yarn, approx. 200,000 lbs. Korean Knitting Industry Cooperative Assn., 80, Sokong-Dong, Choong-Ku, Seoul. FFO-SAI-3-391.

■ Acetate rayon yarn, 50, 55, 75, 100, 120, 150, 200, 300 dr., bright, dull, on cones or hanks, natural white, spun dyed, and/or crystal, 500,000 lbs.; Viscose rayon yarn, 40, 50, 60, 75, 100, 125, 150, 200, 300 dr., same description, 600,000 lbs. Kyung Buk Weavers & Dyers Cooperative, 7, Dongsan-Dong, Taegu. FFO-SAI-3-396.

■ Acetate rayon yarn, 55, 50, 75, 100, 120, 150, 200, 300 dr., bright/dull, cones/hanks, natural white, spun dyed/crystal; 60,000 lbs.; viscose rayon yarn, 40, 50, 45, 60, 75, 100, 120, 125, 150, 200/300 dr., same description, 80,000 lbs. Chung Nam Weavers & Dyers Cooperative, 50-8 Won Dong, Taijun. FFO-SAI-3-397.

All the above for PA#489-901-356-3202. Limited worldwide (901). Bid deadlines June 16. Copy of order air mail to Bank of Korea, Seoul, Attn: AID Section, and to the Director, USAID, Seoul, c/o American Embassy, Seoul. C&F Inchon or Pusan.

■ Acetate rayon yarn, 50, 55, 75, 100, 120, 150, 200 and/or 300 denier, bright/dull, on cones or hanks, natural white, spun dyed, or crystal; 700,000 lbs. viscose rayon yarn, 40, 50, 45, 60, 75, 100, 120, 125, 150, 200, 300 denier, bright dull on cones, hanks, or crystal, 800,000 lbs. Federation of Weavers & Dyers Cooperatives, 80, Sokong-Dong, Chung-Ku, Seoul. Ref. no. FFO-SAI-3-394.

■ Acetate rayon yarn, 50, 55, 75, 100, 120, 150, 200, 300 denier, bright, dull on cones or hanks, natural white, spun dyed, and/or crystal, about 110,000 lbs.; viscose rayon yarn, 40, 45, 50, 60, 75, 100, 120, 125, 150, 200, 300 denier, bright, dull, cones or hanks or cakes, natural white, dyed or crystal, 130,000 lbs. Seoul Weavers & Dyers Cooperatives, 17, Gookyo-Dong, Chung-Ku, Seoul. FFO-SAI-3-393.

■ Acetate rayon yarn, 50, 55, 75, 100, 120, 150, 200, 300 dr., bright, dull, on cones, hanks, natural white, spun dyed or crystal; 130,000 lbs.; viscose rayon yarn, 40, 45, 50, 60, 75, 100, 300 dr., bright, dull, on cones, hanks, or cakes, natural white, dyed or crystal, about 160,000 lbs. Kyunggi Weavers & Dyers Cooperative, 5-4, Chongro 4-Ka, Chongro-Ku, Seoul. FFO-SAI-3-391.

All the above for PA#489-901-356-3202. Limited worldwide (901). Bid deadlines June 16. Copy of order air mail to Bank of Korea, Seoul, Attn: AID Section, and to the Director, USAID, Seoul, c/o American Embassy.

■ P.V.C. resin, five mt.; dioctyl phthlate, technical grade, 15 mt.; vinyl resins, compounds, Geon 8610 natural and/or colors, two mt. C&F Pusan, CIF Pusan and FOB price, U.S. flag vessel. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline June 17. Kwang Hwa Electric Works Co., Ltd., no. 9, 5-Ka, Namdaemoon Ro, Seoul. Ref. no. FFO-SAI-3-410. Copy of offer to be sent to Bank of Korea, Seoul, Attn: AID Section, and to the Director, USAID, Seoul, c/o American Embassy, Seoul.

■ Polyethylene, for blowing, film grade, appro. 22,000 lbs.; titanium dioxide, anatase 98% up, nine mt.; carbon black, mpc., 21 mt. C&F or CIF Pusan, U.S. flag. PA #489-901-356-3202. Limited worldwide (901). Copy of offer to be sent air mail to Bank of Korea, Seoul, Attn: AID Section, and to the Director, USAID, Seoul, c/o American Embassy, Seoul.

■ Dioctyl phthlate d.o.p., technical grade, about 20 mt.; vinyl scrap, 38 mt.; vinyl resin, uncompounded, 17 mt., powder type for calendaring; polyethylene resin, two mt. C&F or CIF Korean ports, all U.S. flag vessel. PA#489-901-356-3202. Limited worldwide (901). Copy of offer should be sent air mail to the Bank of Korea, Seoul, Attn: AID Section, and to the Director, USAID, Seoul, c/o American Embassy, Seoul.

■ Dioctyl phthlate technical grade, 10 mt.; vinyl and vinyl copolymer resin, geon, 103 ep formolon s-65 geon 202, and/or equivalent; 85 mt.; polyethylene resin, film grade tenite 885f standard or sub-standard grade and/or equivalent; five mt. candf or cif Pusan or Inchon, U.S. flag

vessel. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline June 13. Tong Shin Chemical Products Co., 36 Moonrae-dong 2 ka Yongdongpoku, Seoul. Cable: EUNSUNG, Seoul.

■ Polyethylene for film grade, off grade and injection grade, 7,000 lbs.; acetal resin, 5,000 lbs. Sam Yung Chemical Co., 570-4 Yung Dungpodong, Youngdongpoku, Seoul. Ref. no. FFO-SAI-3-407.

■ Acetal resin delrin 500NC-10, 30,000 lbs.; polyethylene film grade, 10,000 lbs.; same, off grade, 10,000 lbs. Inhwa Industrial Co., Ltd., 15 3-Ka Yangpyungdong, Youngdongpoku, Cable: INWHAPLASTICS. FFO-SAI-3-406.

Both the above for PA#489-901-356-3202. Limited worldwide (901). Bid quotation deadline June 10. CIF Pusan or Inchon, U.S. flag vessel. Copy of offer should be sent via air mail to the Bank of Korea, Seoul, Attn: AID Section and to the Director, USAID/Seoul, c/o American Embassy, Seoul.

■ **PAKISTAN**—Polystyrene crystal clear, polyethlene natural, pvc., cellulose acetate, polypropylene, nylon plastic, pigments and dry colors. Loan no. 391-H-056. U.S. source. Bid deadline June 9. Dada Plastic Works, Valika Chambers, Bellasis St., Karachi. IL#253045. Dollar value $20,894.

Moulding compounds (bakelite powder). S. Muhammad Din & Sons, Ltd., (manufacturers), Shahdara Mills, Lahore. WTD 3/13/63.

■ Polyethlene, film grade, 161,630 lbs; high density polyethylene moulding materials for containers, 38,900 lbs.; same for extrusion of bottles and containers, 32,035 lbs.; black pipe compound, 42,000 lbs.; polystyrene moulding material, 29,215 lbs.; p.v.c. compound, 27,500 lbs.; pvc colored compound, 22,400 lbs.; cellulose acetate 9200 lbs. Loan no. 53. U.S. source. Bid deadline June 19. Durathene Manufacturer 603, Muhammadi House, McLeod Rd., Karachi 1. Cable: PANACEA, Karachi. IL#206975.

■ **TURKEY**—High and low density polyethylene; blow mounding grade; injection moulding grade; cellulose acetate; p.v.c compound; normal and antichoc polystyrene, natural and colors. F.O.B., C.F. and C.I.F quotations required. PA#277-390-901-356-3223. Limited worldwide (901). Bid deadline June 25. Plastik Sanayii Ve Ticaret, A. S., 926 Sokak no. 38, Ismir. Cable: PLASTAS, Izmir. S/A no. 704. Amount $26,319.

283 Drugs

GREECE—Pharmaceutical specialties for heart and nervous diseases, blood circulation. Direct purchase and agency. J. M. Gritzis & Co., (importer, wholesaler, sales agent), 5 Karytai St., Athens. WTD 4/17/63.

● **IRAQ**—Antibiotics: novobiocin 250 mg., 15,000 capsules; neomycin 250 mg., 5,000 capsules; methicillin injection 1 gm., 2,000 vials; methyl phenyl isoxazolyl penicillin 250 mg., 2,000 tablets or capsules; erothromycin 250 mg., 2,000 tablets. Bid deadline June 23. Tender #72 A/62. Central Foreign Purchasing Bd., Ministry of Finance, Baghdad. ★ (Telephone: WO 7-2239).

★★ NETHERLANDS—Trade Mission

Large distributor of bulk pharmaceuticals wishes to represent American manufacturers of pharmaceuticals and related chemicals, especially diatamaceious earth filtering agents & chemicals for the brewing industry. I.R.-190★

★★ Veterinarian pharmaceuticals. Grippelling & Verkley N.V., 291 Keizersgracht, Amsterdam. I.R.-135.

★★ Importer of medical products seeks to purchase medicals and pharmaceuticals. Pharmaceutische Groothandel J. H. Rooster & Zoon, Infirmeriestraat, 6, Rotterdam. WTD 4/24/61. I.R. 208

■ **PAKISTAN**—Aspirin; apple pectin; biotin; calcium gluconate, folic acid; glucerine products, 86 items. Between rs. 1000 to rs. 20,000. All items to conform to u.s.p. or b.p.c. standard to be specified, in bulk packing only. Muslim Commercial Bank, Ltd., Usa Laboratories Ltd., 8, Aurengzeb Market, Karachi 1. Bid deadline June 18.

■ Benadryl expectorant; choloromycetin palmitate; and capsules; menthol; vidaylin in bottles and drops; bejectal c, with liver; calcium with vitamin; calcium syrup; neoplex super. $17,850. License no. 202620. Gorey & Gorey, Katchery Bazar, Lyallpur. Cabled quotations accepted. Bid deadline June 11.

Both the above are for Loan no. 391-H-056.

284 Soap, Cleaning Preparations, Perfumes, Cosmetics

JAPAN—Best quality cosmetics and toilet preparations for women. Direct purchase and agency. Tankei Trade Co., Ltd., (importer, retailer), 53 Kuzaemon-cho, Minami Ku, Osaka. WTD. 1/31/63.

285 Paints, Varnishes, Lacquers, Enamels

BERMUDA—Green paint for lawns; requests quotations for five, 30 and 55-gallon cans shipped to Bermuda by sea and five gallon cans shipped by air freight. Bermuda Horticultural Services, Ltd., St. John's Rd., Box 444, Pembroke, Hamilton. WTD 11/28/62.

287 Agricultural Chemicals

● **GREECE**—Ammonium phosphate fertilizer 16-20-0, 18,000 to 40,000 t., packed in 100-kg. jute bags or 50-kg. six-ply paper bags. No definite bid deadline indicated but delivery required up to August 31. Tender no. 1730. Agricultural Bank of Greece, Athens. ★(Telephone: WO 7-2008).

289 Chemical Products

■ **KOREA**—Carbon black, haf, fef, epc, srf, isaf p-33 and sterling ft., 90 mt. C&F or CIF Punchon, U.S. flag vessel. Ref. no. FFO-SAI-3-348. Hankook Tire Manufacturing Co., Ltd., 365 Shindorimdong Yongdongpoku, Seoul. Cable: TIRECHAN KOOK, Seoul.

■ Caustic soda, solid 98-0/0 up, 100 mt., or soda ash, light or dense, 150 mt. Delivery C&F or CIF, Pusan, U.S. flag vessel. FFO-SAI-3-347. Cho Sun Soap Co., 57 1 Ka Manridong Suhdaemoonku, Seoul.

Both the above for PA#489-901-356-3202. Limited worldwide (901). Quotation deadline June 12. Copy of offer to be sent air mail to Bank of Korea, Attn: AID Section, and to the Director, USAID, Seoul, c/o American Embassy, Seoul.

291 Petroleum Refining

GERMANY—All sorts of oils and lubricants; correspondence preferred in German. Saarbruecker Schmierstoff GmbH, (wholesaler), 52b-84 Forbacher Strasse, Saarbruecken 1.

Automobile and industrial lubricating oils and greases, automobile polishes; correspondence preferred in German. Direct purchase and agency. August Gaehringer, (manufacturer, importer, wholesaler), 14 Koeniggraetzerstrasse, 41 Duisburg. WTD 3/25/63.

ITALY—Lubricating oils and grease for industrial, automotive and aircraft use. D.O.M.E.A., Distribuzione Olii Minerali e Affini, (importer, wholesaler), Via Viminale 43, Rome.

Automotive lubricating oils. Umberto Spacca, S.a.S., (wholesaler), Fabriano, Ancona.

306 Fabricated Rubber Products

★★ NETHERLANDS—Trade Mission

Rubber mountings for rail, motor cars and other applications. Technisch Handelsbureau Vertegenwoordigingen, Prins Henfriklaan 14, Rijswijk. NCIA. I.R.-57.

307 Plastics Products

AUSTRALIA—Molded plastic bra cups, nylon-lined, for use in swimsuit manufacture. Eastern Textile, Pty., Ltd., (manufacturer), 27 Albion St., Waverly, N.S.W. WTD 2/12/63.

★★ NETHERLANDS—Trade Mission

Desires exclusive agency or direct import of special packaging materials, plastic or composition, containers, squeeze bottles, aerosol containers, tapes, corrugated containers. Handelsonderneming. "Lantau," Sint Nicolaastraat 38-40, Amsterdam. I.R.-33.

311 Leather Tanning, Finishing

GERMANY—Leather suitable for the production of handbags, luggage, purses, leather goods. Direct purchase and agency. Ferdinand Scherer, (importer, wholesaler, sales agent), 19-21 Heinrich Strasse, Bad Kreuznach.

★★ NETHERLANDS—Trade Mission

Importers of leather goods for the shoe and clothing industry wishes to purchase leather suitable for men's and ladies' jackets and coats. Would also be interested in leather substitute materials such as plastics and "breathing" material. M. Levenbach, burg. v.d. Klokkenlaan 69, Waalwijk. WTD 11/27/62. I.R.-249.

316 Luggage

JAPAN—Best quality, modern design, luggage of leather, nylon and tapestry for women. Direct purchase and agency. Tenkei Trade Co., Ltd., (importer, retailer), 53 Kuzaemon-cho, Minami Ku, Osaka. WTD 1/31/63.

317 Handbags, Leather Goods

JAPAN—Handbags and evening bags, of modern design and finest quality for young women. Direct purchase and agency. Tenkei Trade Co., Ltd., (importer, retailer), 53 Kuzaemon-cho, Minami Ku, Osaka. WTD 1/31/63.

322 Glass, Glassware

HONG KONG—Inexpensive glass beads used for road-marking paint. Island Paint Co., (manufacturer), 401 Kwok Man House. WTD 1/18/62.

325 Structural Clay Products

INDONESIA—Wall tile, white glazed. Djapar & Sons, Corp., Ltd./C. V. Magodang, (importer, exporter), 192 A Djl. Kembang Djepun, P.B. 288, Surabaya. WTD 4/23/63.

327 Concrete, Gypsum, Plaster Products

■ **KOREA**—Crude gypsum, approximately 7,620 mt., four in. diameter to dust, SO_3 44.7% minimum, gypsum contents 94% min. Two quotations requested, FOB and CIF/C&F Pusan on 100% U.S. liner vessel. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline June 13. Ref. no. FFO-SAI-3-340. Copy of all offers sent

air mail to Bank of Korea, Seoul, and to the Director, USAID, Seoul.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

INDONESIA—Asbestos, for ceiling and wall boards. Djapar & Sons, Corp., Ltd./C. V. Magodang, (importer, exporter), 192 A Djl. Kembang Djepun P.B. 288, Surabaya. WTD 4/23/63.

■ **KOREA**—Silicon carbide, crude or grain, three mt.; fused alumina, oxide lionite or white and green lionite, 17 mt.; gypsum, crude or crushed, 15 mt.; sulphur, crude lump or dusting, 60 mt.; magnesite clinker, dead burned, mg., 80% up, SiO_2 18% max., 30 mt. Kum Shin Industries Co., Ltd., Central P.O. box 455, no. 51, 1-Ka Chung Mu-Ro, Chung-Ku, Seoul. Ref. no. FFO-SAI-3-384. Bid deadline June 15.

■ Magnesia chrome bricks, SKB37 up, size U.S. standard, covering $20,000; magnesia clinker, dead burnt in lump MgO, 85%, SiO2, 5%, 100 mt.; silicon carbide, carbonite 30, 36, 46 grade, 15 mt. each; diatomaceous earth, hyflo super cel, 70 mt.; sulphur, crude powder, 99.5% up free ast, 325 mesh, 140 mt., crude lump, 99.5% up free ast, 265 mt. Bid deadline June 16. Keosang Mulsan Co., Ltd., #96, 3-Ka, Namdemun-Ro, Chung-Ku, Seoul. FFO-SAI-3-401.

Both the above procurements are for PA# 489-901-356-3202. Limited worldwide (901). C&F or CIF Pusan, U.S. flag vessel. Copy of offer to be sent air mail to Bank of Korea, AID Section, Seoul, and to the Director, USAID, c/o American Embassy, Seoul.

■ Active clay #115 florex xxf, 150 mt.; sulphur, 200 mt.; magnesia clinker, MGO, 75%, 100 mt. CIF and/or C&F, Pusan. U.S. flag vessel only. Bok Ji Industrial Co., Ltd., #12, 2-ka, Choongmuro, Choon-ku, Seoul Cable: HAPPYLAND. FFO-SAI-3-337.

■ Magnesia clinker, mgo. approx. 85%, siO2, 2%-5%, lump size, approx. 1,100 mt. Inchon Heavy Industry Corp., 92, Mukyo-Dong, Chung-Ku, Seoul. Cable quotations accepted. FFO-SAI-338.

Both the above for PA#489-901-356-3202/ Limited worldwide (901). Bid deadlines June 13. Copy of offers made to be sent air mail to Bank of Korea, AID Section, Seoul, and to the Director, AID, Seoul, c/o American Embassy.

■ Diatomaceous earth, hyflo super cel grade, about 100 mt., or equal. Quotation must show F.O.B. price, U.S. flag vessel. PA#489-901-356-3202. Limited worldwide (901). Bid deadline June 16. Sam Yang Co., 108 1-Ka, Namdaimunro, Chungku, Seoul. Ref. no. FFO-SAI-3-399.

■ Magnesia chrome bricks, SKB37 up, size U.S. standard; magnesia clinker, dead burnt in lump, MgO, 85%, SiO2, 5%, 100 mt.; silicon carbide, carbonite, #30, 36, 46, each 15 mt.; diatomaceous earth hyflo super cel, grade, 70 mt.; sulphur crude powder, 99.5% up. free ast 325 mesh, 140 mt.; crude lump, 99.5% free ast, 265 mt. $20,000. C&F Pusan, U.S. flag. PA#489-901-356-3202. Limited worldwide (901). Bid deadline June 16. Ih Hwa Industrial Co., Ltd., #194-17, 1-Ka, Haehvun-Dong, Chung Ku, Seoul. Ref. no. FFO-SAI-3-403.

331 Steel Mill Products

BARBADOS—Galvanized steel pipe with internal diameter of ½, ¾, and one in. Evelyn Roach & Co., Ltd., (importer, commission agent), Rickett St., Bridgetown.

■ **INDIA** — ASTMA-345-55, cold rolled silicon steel sheets, dynamo grade, type m 36, max. core loss 2.49 watts per kg. at 50 c/s, and 10,000 gausses, core plated with varnish suitable for laminations, not annealed after punching and not immersed in oil, packed in 6720 lbs. gross max. single paper, wrapped metal containers banded on skids, four in. max., 37,200 kgs., £1,840 lbs., 0.02 ± 0.002 in. x 36 in. x 78.74 in.; same as above, except transformer grade (radio-C) type m19, max. core loss 1.30 watts per kg. at 50 c/s and 10,000 gausses, 13,640 kgs., 30,008 lbs., 0.014 ± 0.002 in. x 78.74 in. Loan no. 386-H-082. U.S. Source. Bid deadline June 7. Jaipur Metals & Electricals, Ltd., Near Railway Station, Jaipur (Rajasthan). Cable: METALS JAIPUR. IL #DL/55/398/03 1 01/0421.

INDONESIA—Ironware, (e.g. equal angle irons, flat bars); steel reinforcing bars. Djapar & Sons, Corp., Ltd./C.V. Magodang, (importer, exporter), 192 A Djl. Kembang Djepun, P.B. 288, Surabaya. WTD 4/23/63.

■ **KOREA**—No. one heavy melting clean wrought iron or carbon steel scrap, ¼ in., and over in thickness, not over 18 in. wide and five ft. in length. Individual pieces free from attachments, and cut to lie flat in charging box. May include new mashed pipe ends four in. and over, approx. 1200 mt. C&F Pusan, or Inchon. U.S. flag liner vessel. Bupyung Steel Ind. Co., Ltd., #244 Chungchun-Dongm Inchon. Ref. no. FFO-SAI-3-304.

■ No. one heavy melting steel scrap, ISIS Specifications, 1800 mt., C&F Pusan, U.S. flag vessel. Han Chang Steel Products Co., Ltd., 251-2-Kaya-Dong Pusan-chin-Ku, Pusan. FFO-SAI-3-303.

■ Iron and steel scrap, quality in accordance with ISIS specification, No. one and/or No. two heavy melting. C&F U.S. flag vessel. Bid deadline June 10. Lee Chun Electric Manufacturing Co., Ltd., 72-2, Sokong-dong, Choong-ku, Seoul. FFO-SAI-3-311.

All the above for PA#489-901-356-3202. Limited worldwide (901). Bid deadline June 9 for first two items.

■ Iron and steel scrap, in accordance with isis specification no. one and no. two heavy melting steel, approx. 1,300 mt. C&F basis by all U.S. flag vessel. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline June 13. Chosun Machine Works, 6, Mansuk-dong, Inchon. FFO-SAI-3-336.

■ Ferro manganese mn. 75% up, 300 mt.; ferro silicon, si. 75% up, 10 mt.; ferro chrome, cr. 60-60%, five mt.; ferro molybdenum, mo. 50-60%, five mt. C&F or CIF Pusan, U.S. flag vessel. Quotation to show FOB price. Pan East Ind. Co., Ltd., 112-23 Sokongdong, Chungku, Seoul. Ref. no. FFO-SAI-3-146. Copy of offers to be sent air mail to Bank of Korea, Seoul, Attn: AID Section, and to the Director, US-AID, c/o American Embassy, Seoul. Bid deadline June 17.

■ **PAKISTAN**—Wire for manufacturing nails, 4,6,8,9,10,12,13,14,15 gauge, total 150 t., S/A no. RM 057434; electrical silicon steel sheets; mild steel sheets, 16,18,22 and 26 gauge; mild steel strips, 2"x⅛"; mild steel plates, ⅛" and ¼"; plain black sheets, 24-26 gauge; special steel, hot finished annealed tool steel; ms. angles, 2½x2½x¼". RM 057433. Loan no. 7. Elahee Buksh & Co., (Electrical), Ltd., 126, Sadarghat Rd., Chittagong, Cable: CARTRIDGES, Chittagong. Bid deadline June 11.

Galvanized Iron and steel pipes, and tubes; corrugated iron sheet; galvanized iron and black angle iron (all sorts); tee iron (all sorts). Direct purchase and agency. I. Ijaz Ahmad & Co., (commission merchant, manufacturer's agent, importing distributor), 115 Upper Mall, opposite Scotch Corner, Lahore. WTD 3/11/63.

Pig iron. S. Muhammad Din & Sons, Ltd., (manufacturer), Shahdara Mills, Lahore. WTD 3/13/63.

■ Prime coke tinplate, 107/108 lbs. base weight, 19x28x30 gauge, 29 tons; 20x30x30 G. 29 tons; prime electrolytic tinplate 0. 75 lbs. coating, 107/108 lbs. base weight, 18x28x30 and 20x30x30 gauge. Loan no. 7. U.S. source. Bid deadline June 10. Morafco Industries, Ltd., Rakh Canal East Rd., Lyallpur. Cable: MORAFCO, Lyallpur. S/A no. RM040498.

PHILIPPINES—Steel sheet piles, ap or equivalent; 52 lbs/ft; 40' length, 6,000 mt., deferred payment requested; required for harbor reclamation project in Bacolod City. Bacolod Real Estate Development Corp., (real estate, contracting), Empress Theatre Bldg., Bacolod City.

• **TURKEY** — Boiler tubes, hot rolled weldless, 2¾" diameter x 8 wg, 2400 mm. long, 230 pcs.; staytubes, 2¾" diameter x 5/16" wall x 2400 mm. long, 76 pcs.; 2¾" diameter x ⅜" wall x 2400 mm. long, 84 pcs., American Bureau of Shipping certification required. Tender no. 3001-262, bid deadline June 14. Demzcilik Bankasi T.A. O., Malzeme Mudurlugu, Bahcekapi, Istanbul. (Turkish Maritime Bank, Materials Purchasing Dept.). (Telephone: WO 7-2363). ★

■ Electrolytic tinplate, 0.50-0.75 coating, 75-95 lbs., 26"x28" and larger, assorted in size and bw. $15,000. C&F. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline June 25. Turk Ambalaj Sanayii, A.S. Tophane, Salipazari Dursun Han Kat 6, Istanbul. IL #1649. Subject to GSA Defense Materials Service procedure.

333 Primary Smelting, Refining of Non-ferrous Metals

■ **KOREA**—Zinc ingot, special high grade, purity 99.99% min., approx. 140 mt. C&F and/or CIF Pusam U.S. flag liner vessel. PA#$89-901-356-3202. Limited worldwide (901). Quotation deadline June 12. Young Poong Trading Co., Ltd., #33, Seorin-Dong, chongro-Ku, Seoul. FFO-SAI-3-331. Copy of offer to be sent air mail to the Bank of Korea Attn: AID Section, and to the Director, USAID, Seoul, c.o. American Embassy, Seoul.

■ Zinc slabs or ingots, intermediate, 99.5% up, containing not over 0.20% lead, 0.03% iron, 0.50% cadmium, no aluminum, and at least 99.5% zinc. Shin dong Co., Ltd., 81 Sokong-dong, Seoul. FFO-SAI-3-427. Bid dedline June 18.

■ Zinc slabs, special high grade, 99.99%, high grade, 99.85%, prime Western quality 98.5% up, 134 mt. Hwa Chun Trading Co., Ltd., #21 Sokong-Dong, Chung-Ku, Seoul, Central Box 306. Cable: WHACHUN-TRADING, Seoul. FFO-SAI-3-382.

Both procurements above are under PA#489-901-356-3202. Limited worldwide (901) C&F or CIF Pusan and/or Inchon, 100% U.S. flag vessel. Copy of order air mail to Bank of Korea, AID Section, Seoul, and to Director AID, Seoul, c/o American Embassy.

■ Electrolytic copper wire bars. ASTA B5-43, weight 200 lbs., about 277 mt. C&F or CIF Inchon and/or Pusan. By privately owned U.S. flag vessel. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline June 13. Tai Han Electric Wire Co., Ltd., #113, 2-ka. Namdaimoon-ro, Choong-ku, Seoul.

■ Zinc slabs, special high grade containing not over 0.007% lead, not over 0.005% iron, not over 0.005% cadominium, no aluminum and at least 99.99% zinc, 80 mt. Keosang Mulsan Co., Ltd., #96, 3-Ka, Namdemun-Ro, Chung-Ku, Seoul. FFO-SAI-3-402.

■ Electrolytic zinc slabs, special high grade, 260 mt. Korea Steel Co., Ltd., 28, 2-Ka, Taipyung-Ro, Chung-Ku, Seoul. FFO-SAI-3-400.

Both the above for PA#489-901-356-3202. Limited worldwide (901). C&F or CIF Pusan, U.S. flag vessel. Copy of offers to be sent air mail to Bank of Korea, AID Section, Seoul and to the Director AID, Seoul, c/o American Embassy. Bid deadlines June 16.

PAKISTAN—Aluminum ingots. S. Muhammad Din & Sons, Ltd., (manufacturer), Shahdara Mills, Lahore. WTD 3/13/63.

■ Lead ore, $2,100; tin blocks, refined, ingots or slabs, $15,120; virgin mercury, $210. Loan no. 391-H-056. U.S. source. Bid deadline June 13. Tar Mohamed, Ltd., Rambharti Rd., Jodia Bazar, P.O.B. 4073, Karachi. Cable: TANZIM, Karachi. IL no. 252416.

● **SUDAN**—Bearing metal ingot white bronze 75 mt., analysis tin 82.00%, antimony 10.91%, copper 06.84%, lead 00.25%. Bid deadline July 9. Office of Controller of Stores, Sudan Railways, Atbara.★ (Telephone: WOrth 7-2684).

● **TAIWAN**—Zinc ingot 80 mt. zinc 99.99%, lead less than 0.01%. Job no. GF3B-15797, bid deadline June 14. Purchasing Dept., Central Trust of China, 68 Yen Ping South Rd., Taipei.★ (Telephone: Worth 7-2684).

335 Rolling, Drawing, Extruding of Non-Ferrous Metals

● **INDIA**—Supply of lead-covered, steel tape-armored, underground telephone cable (250 miles); tender no. P/SE-3/7408-N/A/I, bid deadline June 19. Director General of Supplies and Disposals, N.I. Bldg., Parliament St., New Delhi. Documents available from India Supply Mission (D/ENQ/696), 2536 Massachusetts Ave., N.W., Washington, D.C., at $2.10 per copy. (Telephone: WOrth 7-2162).

■ **KOREA**—Electrolytic copper, cathode or bar, 91 mt. Korea Electrical Industry Cooperative Assn., Seoul. Ref. no. FFO-SAI-3-385. Bid deadline June 15.

■ Copper or concentrated, containing, pb. max. 10%, Zn. 10%, as. 3%, A1203, 10%, mgO, 10%. ni, 1%, siO2. 30%, s. min, 15%, cu min, 25%, about 960 mt. Tai Han Electric Wire Co., Ltd., #133, 2-Ka, Namdaimoon-ro, Choong-ku, Seoul. FFO-SAI-3-405. Bid deadline June 16.

Both the above procurements for PA#489-901-356-3202. Limited worldwide (901). C&F or CIF Pusan, U.S. flag vessel. Copy of offers to be sent air mail to Bank of Korea, AID Section, and to the Director, US AID, Seoul, c/o American Embassy.

PAKISTAN—Electrical wires and cables; aluminum sheets. S. Muhammad Din & Sons, Ltd., (manufacturer), Shahdara Mills, Lahore. WTD 3/13/63.

■ Aluminum cigarette foil, plain silver one side, other side dull hard temper, 13,500 lt.; half hard bright finish aluminum flat sheets, 6,500 lt. Loan no. 391-H-056. U.S. source. Bid deadline June 12. M. E. Dadabhoy & Sons, Jehangir Kothari Bldg., Bunder Rd., Near Denso Hall, Karachi. Cable: AYDASAN Karachi. IL#33063.★

Electrical cables. Direct purchase and agency. I. Ijaz Ahmad & Co. (commission merchant, manufacturers agent, importing distributor), 115 Upper Mall, opp. Scotch Corner, Lahore. WTD 3/11/63.

336 Nonferrous Foundries

■ **KOREA**—Virgin aluminum ingots, 99.5% min. a1, about 12 mt., Pusan Non-Ferrous Industry Cooperatives, no. 26-2, 1-Ka, Choongmoo Ro, Chung-Ku, Pusan. FFO-SAI-3-378.

■ Virgin aluminum ingots, 99.5% min a1, about 17 mt. Yooil Enterprise Co., no. 95 Dang-Kam Dong, Pusan-Jin Ku, Pusan. FFO-SAI-3-376.

■ Virgin aluminum ingots, 99.5% min., approx. 17 mt. Shin Jin Metal Rolling Mill Ind. Co., 168, Chang Yung-dong, Inchon. FFO-SAI-3-379.

■ Virgin aluminum ingots, 99.5% min., approx. 17 mt., Tong Yang Metal Co., Ltd., 25-11 Song Lim-dong, Inchon. FFO-SAI-3-380.

■ Virgin aluminum ingots, 99.5% min., approx. 17 mt. Cheoung Hwa Industrial Co., Ltd., #81 Sokong-Dong, Jung-Ku, Seoul. FFO-SAI-3-381.

All the above procurement for PA#489-901-356-3202. Limited worldwide (901). Bid deadlines June 15. CIF Inchon or Pusan, 100% U.S. flag vessel. Copy of order to be sent air mail, Bank of Korea, AID Section, and to the Director AID, Seoul, c/o American Embassy.

■ Virgin aluminum ingots, 99.5%, min., 50 mt., Hanyung Aluminum Ind. Co., #267, Juan-Dong, Inchon. FFO-SAI-3-430.

■ Aluminum ingots, 90% up, 17 mt. Dae Heung Metal Industry Co., Ltd., no. 91, 3-ka Yangpyung-dong, Yongdungpo-ku, Seoul. FFO-SAI-3-436.

■ Aluminum ingots, 99.5% min. a1, 50 mt., Hwa Chun Trading Co., Ltd., #21 Sokong-Dong, Chung-Ku, Seoul. Central P.O. box 306, Seoul. Cable: HWACHUNTRADING, Seoul.

■ Aluminum ingots, virgin, 99.5% min, approx. 50 mt. Ehwa Aluminum Co., no. 53, Kum gok-dong, Inchon. FFO-SAI-3-414.

■ Aluminum ingots, virgin 99.5% min, approx. 50 mt. International Metal Co., no. 25. Song leem-dong, Inchon. Ref. no. FFO-SAI-3-420.

■ Aluminum ingots, virgin 99.5%, 15 mt.; remelted aluminum ingots, about 90%. 20 mt. Dae Hung Metal Co., #245, Do Hwa Dong, Inchon. FFO-SAI-3-423.

All the above under PA#489-901-356-3202. Limited worldwide (901). C&F or CIF Inchon or Pusan. U.S. flag vessel. Bid deadlines June 17 and 18. Copy of offers to be sent air mail to Bank of Korea, Seoul and to the Director AID, Seoul, c/o American Embassy.

■ Virgin aluminum ingots, 99.5% purity, 40 mt., aluminum alloy ingots remelted, 85% up. 40 mt. Kukie Plate Industrial Co., Ltd., #51-4, 1-ka Chungmuro Chung-ku, Seoul., P.O. box 434. Cable: KUKJEPLATE, Seoul. FFO-SAI-3-419.

■ Virgin aluminum ingots, 99.5% A1, about 51 mt. Chosun Aluminum & Sheet, Ltd., no. 30 Mansuk-Dong, Inchon. Cable: SANGSHINCO, Seoul. FFO-SAI-3-418.

■ Virgin aluminum ingots, 99.5% min., approx. 60 mt. Chosun Enterprise Co., no. 24. 2-ka, Sumoon. Taegu. Cable: CHOSUNKIUP, Seoul. FFO-SAI-3-417.

■ Aluminum ingots, a1, 99.00% min., approx. 20 mt. Inchon Heady Indt. Corp., 92 Mukyo-Dong, Chung-Ku. Seoul. Cabled quotations accepted. FFO-SAI-3-415.

■ Virgin aluminum ingots, 99.5% min a1, remelted 90% a1, about 17 mt., Choong Buk Casting Works, no. 192. Nam Joo Dong, Choong Joo, Choong Buk. Cable: CATHFSCO, Seoul. FFO-SAI-3-377. Bid deadline June 15.

All the above for PA#489-901-356-3202. Limited worldwide (901). C&F or CIF Inchon or Pusan. All other bid deadlines June 17. U.S. flag vessel. Copy of offer to be sent air mail to Bank of Korea, AID Section, and to the Director AID, Seoul, c/o American Embassy.

★★ **NETHERLAND—Trade Mission**

Heavy Meehanite and black malleable iron castings to three tons for use in heavy construction. Technisch Handelsbureau Vertegenwoordigingen, Prins Hendriklaan 14, Rijswijk. NCIA. I.R. -57.

340 Fabricated Metal Products

AFGHANISTAN—Building materials such as wire netting gauge 22, ½" hexagon; bathroom fixtures, w.c., and shower plate including fittings (porcelain & cast iron); kitchen fixtures including sinks; door handles with lock complete; hinges, 3", 4", 5", & 6"; galvanized water pipe, ½", ¾", 1", 2", 3", 4" with elbows, unions; window handles; requests fob or cif Khorramshahr, Iran, and Karachi, Pakistan, prices and pricelists, catalogs, samples. Direct purchase and agency. Professional Overseas Trading Co., Ltd. (importer, wholesaler), S. Habib Build., 2nd fl., Rm. No. 1, Municipality St., Kabul. WTD 6/25/62.

342 Cutlery, Hand Tools, General Hardware

ENGLAND—Specialized domestic hardware items and small handtools. Direct purchase and agency. Markt & Co., Ltd., (importer, distributor), 250 Goswell Rd., London. E.C.1. WTD 5/1/61.

★★ **NETHERLANDS—Trade Mission**

Wholesalers of hardware and hand tools wants to expand line by adding U.S. hardware and hand tool items. L. Hooghast, 60 Liesveld, Vlaardingen. I.R. 224

★★ Desires agency of U.S. manufactured special fasteners, specifically aircraft—special allow. Interested in eventual licensing arrangement. Nederlandsche Schroefboutenfabriek N.V., Helmond. IR-196.

★★ Complete line of hardware and hand tools especially electric drills, saws, etc. Direct purchase. Flevo Hilversum N.V., 's-Gravelandseweg 43, Hilversum. IR-123

★★ Wholesaler seeks hardware, especially garden tools, casters, door closers, springs, locks and hand tools, electric drills, sliding door gear. N.V. Handelmij A.C. Lange, Amstelveenscheweg 927, Amsterdam-Zuid. I.R. -17.

★★ Seeks to import and/or distribute all types of fasteners, especially stainless steel, or unusual types for sale to manufacturers, wholesalers and retailers. Pimentel Granaat N.V., le Bloemdwarsstraat 3-5, Amsterdam. I.R.-95.

343 Heating Apparatus (Except Electric), Plumbing Fixtures

BARBADOS—Sanitary equipment such as toilet bowls, wash bowls, bath tubs. Evelyn Roach & Co., Ltd., (importer, commission agent), Rickett St., Bridgetown.

★★ **NETHERLANDS—Trade Mission**

Seeks to purchase gas, oil and electric heaters. Flevo Hilversum N.V.'s-Gravelandseweg 43, Hilversum. I.R.-123.

★★ Manufacturer of appliances seeks agency for U.S. manufactured free standing vented heaters with ceramic radiants. Would wish to manufacture under license after market is determined. Koninklijke Diepenbrock & Reygers N.V., Ulft. I.R.-147.★

★★ Wholesaler wants line of sanitary, plumbing and heating equipment and supplies. Frans Jeltes N.V., Postbus 117, Groningen. I.R.-158.

★★ Manufacturer seeks contacts with other manufacturers of pumps, oil burning equipment, gauge glasses and all possible accessories for power plant equipment and big industrial boiler houses. Holima Ingenieursbureau Voor Warmte & Koudetechniek N.V., Prins Hendrikkade 181, Amsterdam C. WTD 12/11/62. I.R.-163.★.

★★ Seeks agency agreement with U.S. manufacturer of fasteners on commission basis. D. C. Egberts, 30 Fazanstraat, Badhoevedorp. I.R.-85.

★★ Gas equipment, burners, controls, meters, for use in industrial and domestic heating equipment. W.L. Van Der Wal's Verenigde Handelsondern-Emingen N.V., Kerkstraat 261, Amsterdam. I.R.-69.

★★ Seeks to contact U.S. firms manufacturing industrial heating equipment in order to act as agent. Also interested in reciprocating gas engines for industrial purposes. N.V. Syndicaat Voor Handel & Industrie "Symela", Dam 2a, Amsterdam. I.R.-77.

349 Fabricated Metal Products

■ **CHINA**—Steel gate valves, three in. 70 sets; four in. gate valves, 50 sets. PA#484-000-253-3214. U.S. source. Bid deadline June 13. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Rd., Taipei. C&F Keelung, CP2-2093. Specifications and conditions may be obtained from Mr. Joseph C. Wei, Acting Director, Division for the Central Trust of China, Chinese Government Procurement & Services Mission, Rm. 1680, 50 Church St., New York 7, N.Y.

FRANCE—Stainless steel taps and cocks. Appareils Gachot, (manufacturer), 179 Avenue de la Division Leclerc, Enghien (S.&O.).

ISRAEL—Steam globe valves, steam gauge valves, gate valves and pressure reducing valves. Z. Blass & Co., (importer), 4 Tchlenov St., Tel Aviv. WTD 9/18/61.

★★ **NETHERLANDS—Trade Mission**

Importer and wholesaler in the apparel hardware field wants agency for U.S. items such as snaps, zippers, zipper chains. W. Friedeberg, Boele van Hensbroekstraat 21, The Hague. I.R. 65

350 Machinery, Except Electrical

★★ **NETHERLANDS—Trade Mission**

Heavy machinery, boilers, transportation equipment, material handling, road building and earth moving equipment. Wishes direct purchase leading to license agreement. Arnhemsche Scheepsbouw Maatschappij N.V., P.O. Box 27, Arnhem. I.R.-47.★

351 Engines, Turbines

■ **CHINA**—Cummins engine parts for lima shovel engine, Model L-600, Serial no. 59195, 59198, 59049, 51-KB-40/86-1, P.13/19; cummins engine parts for lima shovel engine chassis no. 4145, 4125, 4121 (51-KB-01/60, P.32/38); spare parts for four-cycle, Briggs & Stratton gasoline engine (51-KB-137/154, P.26/28; 52-K-013; parts for P&H shovel engine caterpillar engine model D-315, serial no. (9S11541 (52-KB-01/55), including 13 groups. PA# 484-000-253-3214. U.S. source. Quotation deadline June 12. Taiwan Cement Corp., 113 Sec. 2, Chung Shan Rd., M., Taipei.★

★★ **NETHERLANDS—Trade Mission**

Seeks diesel engines, high speed, compressors. "D. En Joh. Boot N.V., P.O. Box 7, Alphen ad Rijn. I.R.-32.

353 Construction, Mining, Materials Handling Machinery

★★ **NETHERLANDS—Trade Mission**

Firm in industrial equipment field wishes to purchase all types of new and used (reconditioned) materials handling equipment, fork trucks, tractors, bulldozers, shovels. Handelsonderneming Dimco, E. Meysterlaan 51d, Utrecht. I.R. 285

PAKISTAN—Heavy machinery: earthmoving, road making, transporters, tractors, trailers, graders, excavators, cranes. Direct purchase and agency. I. Ijaz Ahmad & Co., (commission merchant, manufacturer's agent, importing distributor), 115 Upper Mall, opposite Scotch Corner, Lahore, WTD 3/11/63.

PHILIPPINES—Crawler crane—2-2½ cu. yd. cap., min. 70′ boom, with clamshell and dragline buckets; bulldozer crawler-cap. min. d-4, max d-6, with front end loader; reconditioned equipment acceptable; required for harbor reclamation project in Bacolod City; requests deferred payment. Bacolod Real Estate Development Corp., (contractor), Empress Theatre Bldg., Bacolod City.

354 Metalworking Machinery

HONG KONG—Galvanized iron sheet making machine to produce 0.8 oz. black sheet two m. x one m. wide usg 16-31; production rate 10-40 m/min., 40 m/tons/16 hours. Patrick Trading Corp. (importer, exporter), 112 Windsor House, Des Voeux Rd. Central, Hong Kong. WTD 12/15/61.

★★ **NETHERLANDS—Trade Mission**

Importer of machine tools wants to expand present line by adding U.S. machine tools. N.V. Fijnwerk, Industrieweg 129-135, Rotterdam 8. WTD 2/20/62. I.R. 203.

★★ Manufacturer of textile machinery wishes to locate U.S. machine tools for the manufacture of flat steel neddles. Also interested in machinery for the production of related equipment such as reels. Wed. J. B. Vinks N.V., 32 Heuvelstraat, Tilburg. I.R. 101★

PAKISTAN—Machinery to manufacture air conditioners less motors. S. Muhammad Din & Sons, Ltd., (manufacturer), Shahdara Mills, Lahore. WTD 3/13/63.

Machinery: safety razor blades (100,000 blades per eight hours); welding plants. Direct purchase and agency. Ijaz Ahmad and Co., (importing distributor), 115 Upper Mall. Opp. Scotch Corner, Lahore. WTD 3/11/63.

355 Special Industry Machinery

■ **CHINA**—Model no. 4050 pressureized tracer gas station on mobile dolly, or equal; airserco model KS13/4053-S, or equal, two; spare parts for same, three; model 8000 heavy duty hermetic analyzer and electrical tester, on mobile dolly. Delivery desired by July 15. U.S. flag vessel, performance bond of 5% of contracted value. PA#484-000-253-3214. U.S. source. Quotation deadline June 10. Chung Hsin Electric & Machinery Manufacturing Corp., 33 Wu Chung Rd., Section two, Taipei. Ref. no. 051.

■ Complete dairy plant for producing bottled sterilized milk. Loan no. 113. Worldwide (899). Bid deadline June 10. China Development Corp., on behalf of, Chung Fu Farming & Animal Husbandry Co., Ltd., Taipei.

FRANCE—Plastic belts and plastic material 75 and accessories used by textile industry for loom fitting. Tanals, Manufacture de Courroies, S.A. (manufacturer, wholesaler), Masevaux (Haut-Rhin), France. WTD 12/4/62.

HONG KONG—Automatic bread slicer and packaging machines; slicer with saw blade cutting type with conveyor to sectionize four lb. long square loaves of bread into one lb. each. W.A. Somerville & Co., (manufacturers' agent), 1101 Tak Shing House. WTD 4/22/63.

★★ **NETHERLANDS—Trade Mission**

Manufacturer of closures and crown corks wants exclusive agency for bottling and packaging machinery. De Nederlandsche Kroonkurk MIJ., Rotterdam. I.R.-195.

★★ Importer and dairy supplier wants agency for doing machinery and accessories. Coda-Zutphens, S.A., Zutphen. I.R.-191.

★★ Manufacturer of dehydrated vegetables wishes to purchase gas fired dehydrating equipment. N.V. Ten Haves Verduurzaamde Groenten, Scheemda. I.R.-160.

★★ Exclusive agent/importer interested in packaging machinery for fruits and vegetables, small, compact ribbon tape or packaging. Handelsonderneming. "Lantau", Sint Nicolaastraat 38-40, Amsterdam. I.R.-33.

★★ Manufacturer and agent in textile machinery and equipment wants agency for all types of U.S. textile machinery and equipment not now represented in Holland. Firma F. H. Rompelman, 2 Hondsburglaan, Oisterwijk. I.R. 103★

★★ Manufacturer of food processing equipment wants to purchase on own account for resale, the latest types of dehairing machines, hair burning ovens, black scrapers, skinning machines, intestine handling machines and wrapping machines for sausages and meat products. Machine Industrie Boxtel, P. O. box 3, Boxtel. I.R. 213★

★★ Manufacturer and importer of packaging equipment wants exclusive agency for the sale of U.S. packaging machinery and equipment. Would consider licensing agreement at later date. N.V. Leidsche Apparatenfabriek, 41-43-Os-en Paardenlaan, Leiden. I.R. 225★

★★ Dealer in shoe machinery and equipment wants exclusive agency for U.S. manufacturer of shoe machinery and equipment from tannery equipment and allied lines to repair and rebuilding of shoe. M. Levenbach, Burg. v. d. Klokkenlaan 69, Waalwijk. WTD 11/27/62. I.R. 250

★★ Manufacturer of adhesives and glues wants exclusive agency for U.S. packaging machinery, glueing machines and epoxy materials. Would consider licensing agreement with epoxy formulator. N.V. Inverpak, 26 Keileweg, Rotterdam. WTD 10/9/62. I.R. 232.★

PAKISTAN—Machinery: printing press, spare parts; fruit processing machinery (dehydrating and other processes); fruit juice extracting plant; canning plant; bottling plant. Direct purchase and agency. Sheikh Ghulam Ali & Sons, (manufacturer), Kashmiri Bazar, Lahore. WTD 9/18/62.

Light textile machinery, power looms, lathes, presses, printing machinery. Direct purchase and agency. I. Ijaz Ahmad & Co., (commission merchant, manufacturers agent, importing distributor), 115 Upper Mall, opp. Scotch Corner, Lahore. WTD 3/11/63.

PHILIPPINES — Equipment, machinery for fire-proofing of lumber, insect and dry rot-proofing of lumber. Buena Sawmills, Inc., (sawmill, finishing mill), 3644 Santa Mesa Blvd., Manila. WTD 4/16/63.

■ **VIETNAM**—Machines, complete, for the manufacture of hexagonal wire netting, four, with spare parts and accessories for two years of normal operating conditions. Limited worldwide (901). Bid deadline June 19. Lifa Metal Works, no. 53 Luong-Nhu-Hoc, Cholon, (Sud Vietnam). Single copies of detailed specifications may be obtained from the Office of Small Business, Agency for International Development, Rm 2120 Barton Hall, Ohio Dr. & Independence Ave. S.W. Washington 25, D.C.

■ Machinery and equipment for Chi-Hoa diesel shop, 45 items, including medium duty engine bathe; electric crane; air compressor; threading machine; arc welders; grinders; four-wheel trailers; diesel locomotive filter oiler; electric hoists and calibrating machine. Loan no. 129. U.S. source. Bid deadline June 28. Central Purchasing Authority,

P.O. box H-5, Saigon. Cable: MAIDICH, Saigon. Invitation no. 0867-29043. Specifications may be obtained from Mrs. Quang, Embassy of Vietnam, 2251 R St., N.W., Washington 8, D.C.

356 General Industrial Machinery

FRANCE—Pneumatic equipment, conveyors; correspondence preferred in French. Direct purchase and agency. Comptoir Lillois Industriel de Distribution, (importer, wholesaler, sales agent), 165-167 rue d'Arras, Lille (Nord). WTD 4/8/63.

● **INDIA**—Medium frequency induction furnace or a coreless crucible furnace with refractory lining for melting of steel and cast iron. Capacity 70 kg. per hour, AC 400V—three phase 50 cps. Tender no. ref: Stores No. CAL/3245, bid deadline June 18, world wide. No specifications have been issued, interested American firms may submit price quotations and catalog to the Deputy Controller of Purchase, Heavy Engineering Corp., Ltd., 77 Park St., Calcutta 16.

★★ **NETHERLANDS—Trade Mission**

Importer in the laboratory equipment, chemical and food fields wants agency for all types of filters. Fa. Stuivinga & Wagter, Herengracht 292, Amsterdam C. I.R. 276

★★ Manufacturer of swimming pool equipment wishes to purchase swimming pool kits of equipment, particularly pumps, filtering systems. N.V. Installatie Maatschappij Lucas Pesie, 5 Radiumweg, Amersfoort. I.R.-114.

★★ Seeks purchase bearings, ball-clutches, conveyor parts, joint-rollers for power plants. William Koch & Co., Keizersgracht 316, Amsterdam. I.R.-53.★

PAKISTAN—Fire-fighting equipment. Direct purchase and agency. I. Ijaz Ahmad & Co., (commission merchant, manufacturers agent, importing distributor), 115 Upper Mall, opp. Scotch Corner, Lahore. WTD 3/11/63.

Bearings: ball, roller, bush. S. Muhammah Din & Sons, Ltd., (manufacturer), Shahdara Mills, Lahore. WTD 3/13/63.

■ Ammonia compressors, 9"x9", 8"x8", 7"x7", 6"x6", 5"x5", with complete ice plant machinery, one each. Cold storage plant 10,000 cft. capacity, complete. Quick freezing equipment, 1-2 tons capacity per eight-hr. shift, for fish and prawns; air conditioning equipment domestic and industrial, various tonnage and capacities. Spares and accessories for tin can making machinery and service station pumps. Quotations to be submitted on C&F Karachi basis. Loan no. 391-H-056. U.S. source. Bid deadline June 13. Northwestern Engineers, Harris Rd., Karachi 2. Cable: NORWESTERN, Karachi. IL#244002. Purchaser's no. K-10092.

357 Office, Computing, Accounting Machines

★★ **NETHERLANDS—Trade Mission**

Manufacturer of office machines wants exclusive agency for U.S. manufactured cash registers, adding machines and copy machines. Be Kroes Cashregister N. V., 52 Hertogstraat, Nijmegen. I. R.-138.

★★ Agency/distributor fields of business and banking line e.g. office photo copying dry process, small type computers and similar machines. N.V. Cikam, 464 Singel, Amsterdam. WTD 5/24/63. I.R.-83.

★★ Scales and weighing devices on direct purchase leading to eventual license agreement. Metaalwarenfabriek "Forto" N.V., Parallelweg 17-19, Bussum. I.R.-52★

358 Service Industry Machines

■ **GREECE**—Refrigeration compressors, up to 50 hp.; condensers, up to 200 sq. ft.; cooling towers, up to 60 rt; cooling units up to 480,000 btu; refrigerator fittings and accessories; airconditioning packaged units, from three hp up to 15 hp. $50,000. Elocromechanical, Ltd., 10, Karytsi Sq., Athens. Cable: RHEC-ATHENS. Bid deadline June 13.

■ Refrigeration open type condensing units; sealed refrigeration condensing units, (no optional conditions). $50,000 f.a.s. New York, $61,000 estimated CIF Piraeus. Bid deadline June 18. Electrorefrigeration, S.A., 79, Iera Odos, Athens. If selected offer is from the U.S., purchase will be financed under AID under the PA cited, or with free dollars.

IRAQ—Air conditioners. Direct purchase and agency. Hussain Ali Abdulhadi & Co., (importer, wholesaler, retailer), 279/1 Rashid St., Baghdad.

ISRAEL — Coin-operated vending machines, primarily candy and cigarette machines. Direct purchase and agency. L. & J. Export Import Co., (export import company, manufacturers' agent), Eng. I. Lorbert & E. R. Janai, Ltd., 8 Y. L. Peretz St., Tel Aviv. WTD 9/62.

ITALY—Self-contanied air conditioning units, air conditioning systems; equipment for large kitchens, (hotel, restaurants, hospitals,); equipment for commercial laundries. Request replies from manufacturers only and price lists and catalogs. Direct purchase and agency. S.I.T.I. di O. Cecchini, (installer of air conditioning and heating systems, plumbing and related equipment and fixtures), Viale Regina Margherita 59, Rome.

Liquified petroleum gas filling station pumps. Gasautomatic, S.p.A., (operator), Via Volturno 40, Rome.

Filling station fuel pumps. Societa' Approvvigionamenti Olii Industriali Lubrificanti, S.r.l., (wholesaler, retailer), Piazza dei Caduti 16, Viterbo.

★★ **NETHERLANDS—Trade Mission**

Distributor wants exclusive agency for U.S. manufacturers of automatic and semi-automatic tape dispensing machines, (self-adhesive types), dust control products, (non-mechanical), and dust free industrial clothing. John M. Oudlreusden, Jacob Catssingel 61, Breda. I.R. 181

■ **PAKISTAN**—Packaged air conditioners, 5 to 40 tons; electric motor driven pumping sets; compressors; condensers; mobile hoists; cooling towers, spare parts. Purchasers no. 4386; air conditioners; electric pumping sets; air compressors; motors and generators; spare parts. Purchasers no. K04362. All prices C&F Karachi. Loan no. 391-H-056. U.S. source. Bid deadline June 19. M/s. Greaves Cotton and Co., (Pakistan), Ltd., 1 W. Wharf Rd., Karachi. IL #243678.★

Water purifying and chlorination plants. Direct purchase and agency. I. Ijaz Ahmad & Co. (commission merchant, manufacturers agent, importing distributor), 115 Upper Mall, opp. Scotch Corner, Lahore. WTD 3/11/63.

359 Machinery, Except Electrical

★★ **NETHERLANDS—Trade Mission**

Importer and wholesaler of institutional kitchen equipment wants agency for small gas incinerators and garbage disposal units for homes, hotels and hospitals. Firma Nic. Kalf, Haarlemmer Houttuinen 127, Amsterdam C. I.R.-168.

361 Electric Transmission, Distribution Equipment

● **NEW ZEALAND**—Supply of four single-phase 10,000 kva, double-wound, 50-cycle, outdoor type transformers, contract no. 421 (reference 22/39/21), bid deadline July 23. New Zealand Electricity Dept., Private Bag, Wellington. Copy of specifications available from New Zealand Senior Trade Commissioner in the U.S., 1145-19th St., N.W., Washington 6, D.C. (Telephone Federal: 8-8820).

PAKISTAN—Electrical goods: transformers, oil-circuit-breakers, assembled substations, insulators, A.C.S.R.'s, switchgear, meters (all sorts). Direct purchase and agency. I. Ijaz Ahmad & Co., (commission merchant, manufacturers agent, importing distributor), 115 Upper Mall, opp. Scotch Corner, Lahore. WTD 3/11/63.

362 Electrical Industrial Apparatus

■ **CHINA**—Parts for the station loan biais additions for the flat frequency control equipment. PA#484-000-253-3214. U.S. source. Bid deadline June 13. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Rd., Taipei. Inv. no. CP2-2098. C & F Keelung. Specifications and conditions may be obtained from Mr. Joseph C. Wei, Acting Director, Division for the Central Trust of China, Chinese Government Procurement & Services Mission, Rm. 1680, 50 Church St., New York 7, N.Y.

■ **PAKISTAN**—Electric motors; water coolers; generating sets; air compressors; hoists; petrol/kerosene engines; vibrators; starters and switches; water pumps; refrigeration machinery parts. Loan no. 391-H-056. Bid deadline June 12. Butt Engineering Stores, 29 Badri Bldg., McLeod Rd., Karachi. Cable quotations accepted, complete technical specifications, literature, leaflets, should follow. IL #249698. Dollar Value $9,765.★

Welding plants. Direct purchase and agency. I. Ijaz Ahmad & Co., (commission merchant, manufacturers agent, importing distributor), 115 Upper Mall, opp. Scotch Corner, Lahore WTD 3/11/63.

■ Hydraulic fluid power package; motor driven pump; electric motor driven vacumm pump; blower and vacuum unit. Loan no. 391-H-056. U.S. source. Bid deadline June 13. M/s. William Jacks & Co., Ltd., 5 W. Wharf Rd., Karachi. Cable: ASTORR, Karachi. IL#231767.

363 Household Appliances

GERMANY—Electric household and other appliances: food warmers, grills, griddles, hair dryers, electric shavers. Friedrich Wenz, Grossversandhaus, (wholesaler, retailer, mail-order house), 753 Pforzheim (Baden), Schulberg 17. WTD 4/5/63.

GREECE—Electrical appliances: refrigerators, cooking ranges, mixers, coffee makers, washing machines, floor polishers; requests replies from manufacturers only. Direct purchase and agency. J. M. Gritzis & Co.,—manufacturers' agent, (importer, wholesaler, sales agent), 5 Karytsi St., Athens. WTD 4/17/63.

IRAQ—Household refrigerators. Direct purchase and agency. Hussain Ali Abdulhadi & Co., (importer, wholesaler, retailer), 279/1 Rashid St., Baghdad.

★★ **NETHERLANDS—Trade Mission**

Importer of household appliances seeks to purchase all types of U.S. manufactured electrical appliances, both traffic and major. Flevo Hilversum, N.V., 's-Gravelandseweg 43, Hilversum. I.R.-123.

★★ Wants exclusive agency for large ironer machines for institutional and home use, home dishwashers and gas lawn mowers. Sobrux, 399 Keizersgracht, Amsterdam. I.R.-121.

★★ Manufacturer/importer seeks household electrical appliances, major and traf-

L. Maars, 1 Deventerweg, Harderwijk. I.R.-92.

★★ Distributor seeks gas appliances and equipment for petroleum gas industry. Handelmij. S. Joosten N.V., Singel 279, Amsterdam. I.R.-67.

★★ Small, hand held vacuum cleaners for use on upholstery. Also bathroom fixtures. Schowewelle N.V. 701 Keizersgracht, Amsterdam. I.R.-80.

367 Electric Components Accessories

★★ **NETHERLANDS—Trade Mission**

Manufacturer needs waveband matching units for outdoor TV antennas. Antiference Co., 99 Bd. 2nd Armee Britannique, Brusells 19, Belgium. I.R.-171.

371 Automotive Parts

■ **GREECE**—Auto spare parts for Willys Jeep Overland—engine, clutch, fuel, exhaust system, transmission, transfer case, propeller shaft, front and rear axle, steering, brake system, rim and disc assembly. $10,000. PA#240-898-221-2203. Limited worldwide (898). Quotation deadline June 13. E.J. Mexis & J.Paplomatas Co., 43 Syngrou Ave., Athens. If selected offer is from the U.S., purchase will be financed by AID under the PA cited, or with free dollars.

■ **JORDAN**—Sedans, four-door type II, black, four each, in accordance with specifications no. KKK-A-00811, interim U.S. federal. Delivery in Amman not later that October 31. PA#278-W-14-AC-O-30106. Limited worldwide (901). Quotation deadline June 10. U.S.AID Mission to Jordon, c/o American Embassy, Amman, Quote C&F Aqaba. Copy of specifications available from Office of Small Business, Agency for International Development, Rm. 2119, Barton Hall, Ohio Dr. & Independence Ave., S.W., Washington 25, D.C.

★★ **NETHERLANDS—Trade Mission**

Seeks exclusive agency for U.S. manufactured mufflers, exhaust pipes, waterpumps, fuel pumps, generators, starters, ignition parts and universal joints. Heinemann Automateriaal, Amsterdamsche Veerkade 5a, The Hague. I.R.-179.

★★ Manufacturer of automobile parts and accessories seeks exclusive agency for U.S. manufacturer of auto parts and accessories. Arthur Ulbrich & Co. N. V., 3e Kostverlorenkade 1-5, Amsterdam. I.R.-113.

★★ Exclusive agency sought for automotive fasteners, wire rope, replacement parts for tractors, farm and road building equipment. N.V. Mij Nagtegaal, Sophialaan 3, Hilversum. WTD 7/31/62. I.R. 297★

★★ Importer of automotive equipment wants exclusive agency for auto electrical equipment, especially testing equipment, instruments and pumps. Jan Gast Automaterial N.V., Rotterdam. I.R. 178★

372 Aircraft, Parts

★★ **NETHERLANDS—Trade Mission**

Seeks agency agreement with U.S. suppliers of surplus of new aircraft parts and equipment. N.V. Symela, Dam 2a, Amsterdam. I.R.-146.

373 Ship Building, Repairing

★★ **NETHERLANDS—Trade Mission**

Shipbroker wants exclusive agency for ship equipment and accessories. MEYBOOM, Rostocklaan 10, Bussum. I.R.-122. NCIA.

PHILIPPINES—Dredger-cutter suction pipeline, min. 18′ discharge, max. 22″, min. 36′ dredging depth, 4′ overcut, new or reconditioned, with 600 yds. discharge pipe in 20′ sections, flexible pipe connections, pontoon-type floating device, cutter head; required for harbor reclamation project in Bacolod City; requests deferred payment or lease arrangement, will assume transportation/towing expenses. Bacolod Real Estate Development Corp., (contractor), Empress Theatre Bldg., Bacolod City.

381 Engineering, Laboratory, Scientific, Research Instruments

IRAQ—Equipment for soil testing, asphalt testing, concrete testing; requests replies from manufacturers only. Direct purchase and agency. Karl Kolb & Co., (Iraq), W.L.L., (importer, wholesaler, sales agent), Mirjan Bldg., South Gate, Baghdad. WTD 9/28/62.

★★ **NETHERLANDS—Trade Mission**

Wholesaler of sanitary ware and plumbing equipment wants distributorship of laboratory supplies and equipment. Frans Jeltes N.V., Postbus 117, Groningen. I.R.-158.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

ISRAEL—Industrial thermometers, pressure gauges. Z. Blass & Co., (importer), 4 Tchlenov St., Tel Aviv. WTD 9/18/61.

★★ **NETHERLANDS—Trade Mission**

Agent/distributor or importer wants lines of testing equipment for chemical industry. "Ladeco", Oud Blaricummerweg 24, Laren. I.R.-40.

384 Surgical, Medical, Dental Instruments

● **CEYLON**—Supply of 12 single foot pump chairs with sectional headrest and child's seat with arm rest. Bid deadline August 13. Ministry of Health, P.O. Box #500, Colombo. Copies of tender conditions and specifications may be obtained from W. D. Soysa, Commercial Secretary, Embassy of Ceylon, Washington, D.C.

GERMANY—All sorts of dental goods. Schmitt und Dr. Schleger, (wholesaler), 43 Koenigstrasse, 35 Kassel.

All sorts of dental goods; correspondence preferred in German. Schiesser & Bergner, (wholesaler), 5 Boersenplatz, Frankfurt/Main.

★★ **NETHERLANDS—Trade Mission**

Importer of electronic instruments for industry and research wants exclusive agency for sophisticated electronic instruments for hospitals, industry and research. Van Oortmersen N.V., de Ruyterstraat 48, The Hague. WTD 9/27/62. I.R. 272

★★ Importer and wholesaler of hospital equipment and supplies wants exclusive agency for all types of hospital equipment, instruments and supplies, especially surgical equipment and supplies for sophisticated techniques. Lameris Instrumenten N.V., Biltstraat 149, Utrecht. I.R.-176.

Hospital supplier wants line of temperature indicating adhesive tape for autoclave use. Stopler, Utrecht. WTD 3/19/63. I.R.-177.

385 Ophthalmic Goods

★★ **NETHERLANDS—Trade Mission**

Importer of optical articles wishes exclusive agency for optical frames, sunglasses and instruments. N.V. Provop, 4 Wanningstraat, Amsterdam. I.R.-98.

394 Toys, Amusement, Sporting Goods

ENGLAND—Outriggers (long rods of fiber or cane to keep lines away from boat when trolling), artificial bait such as block tins or metal squids. Tuckerman's Tackle Shop, 33 Victoria Parade, Torquay, Devon. WTD 3/26/63.

★★ **NETHERLANDS—Trade Mission**

Agent (import or exclusive) for scientific and educational toys. Stijnman International Export, Crommelinstraat 20, Haarlem. I.R.-71.★

★★ Wishes exclusive distributorship agreement covering the Netherlands and Benelux countries for better quality boys' and girls' toys, especially model buildings of all types, railway accessories, planes, boats, rockets. Model Engineering, Elzenlaan 45, Hilversum. I.R.-141.

★★ Importer wants exclusive agency for all types of U.S. camping equipment. N.V. Trading Co. v/h Hegt & Co., Bankastraat 110, The Hague. I.R. 230

395 Pens, Pencils, Office, Artists' Materials

GREECE—Ribbons for tabulating machines. Direct purchase and agency. S. A. Salvanos, General Import Trade, (importer, wholesaler, sales agent), 42 Panepistimiou St.—Karalopoulos Bldg., Athens. WTD 4/5/63.

396 Costume Jewelry, Costume Novelties, Buttons, Notions

JAPAN—All types of modern-designed, high quality costume jewelry for young women. Direct purchase and agency. Tenkei Trade Co., Ltd., (importer, retailer), 53 Kuzaemon-cho, Minami Ku, Osaka. WTD 1/31/63.

● **VIETNAM**—3,000 kg. (6,613.8 lbs.) straight pins, 30 mm. (1.1811 in.) long, packaged in 5 kg. pkgs. Samples and illustrated literature to be presented with bid. Cable bids accepted if formal bid air mailed at same time and cable so states. Invitation no. 0872-02053, bid deadline June 12. Central Purchasing Authority, P.O. box H-5, Saigon. (Cable: MAIDICH SAIGON).★ (Telephone: WO 7-4370).

398 Manufacturing Industries

★★ **NETHERLANDS—Trade Mission**

Importer of variety store items seeks to purchase toys, small and major electrical appliances, gift items, novelties, flat and holloware in stainless steel and silver plate and optical items, especially binoculars and miscroscopes. n.v. Nederlandsche-Aziatische Handelmaatschappij, 23 Kloveniersburgwal, Amsterdam. I.R.-124.

★★ Women's dresses, blouses, sportswear (medium to cheap price); cheap portable phonographs, "TV's; budget priced traffic appliances, as mixers, toasters; space toys all kinds for children; for mail-order and general merchandise business. "Maringson Inc.", Hilversum. I.R.-20.

★★ Import agent wants toys, household goods, including ball-point pens, paper ware and napkins. Especially interested in cellulose drapers, adhesive tape and plaster, and sanitary towels. To sell to wholesalers and stores. C.H. de Jager, 19 Prinsengracht, Amsterdam. I.R.-45.

★★ Exclusive agent seeks phonograph records (popular American music and American singers). Wants exclusivity in Common Market countries. Brandsteder Electronics, 3e Schinkelstraat 33, Amsterdam. I.R.-46.

★★ Exclusive agent seeks variety of consumer goods items: New toys, victrola records of popular American music and singers and non-branded major and small

appliances, H.P. Landman, Minervahavenweg, Amsterdam. I.R.-82.

★★ Exclusive agent for all types of variety store merchandise (no furniture, clothing or textiles). "Agentex", Olmenlaan 77, Zwanenburg. WTD 4/22/63. I.R.-74.

★★ Agent to represent manufacturers of signaling safety and allied equipment. N.V. Burto, 87 Noordereind, The Hague. I.R.-94.

★★ Manufacturer of mechanical and electrical equipment wants agency or license agreement for U.S. equipment in this field. N.V. Technisch Bureau Hellendoorn, 15 Zwarteweg, The Hague. I.R. 283

★★ Wholesaler and importer of institutional supplies wants to purchase glassware, kitchen equipment in aluminum and stainless steel, hand and electric coffee machines, stainless flatware and china. Hoogstraat 56, Eindhoven. WTD 1/25/62. I.R. 212

★★ Manufacturer of abstracts wants exclusive distributorship of specialty products in food, cosmetic and pharmaceutical field. N.V. Chemische Fabriek "Naarden", Naarden. WTD 12/4/63. I.R. 279

509 Wholesalers

GERMANY—Projectors and viewers. Friedrich Wenz, Grossversandhaus, (wholesaler, retailer, mail-order house), 753 Pforzheim (Baden), Schulberg 17. WTD 4/5/63.

ISRAEL—Motion picture projection equipment, 35 mm. and 70 mm. Direct purchase and agency. L & J Export Import Company, (export, import company, manufacturer's agent), Eng. I. Lorbert & E. R. Janai, Ltd., 8 Y. L. Peretz St., Tel Aviv. WTD 9/62.

■ **KOREA**—Heavy melting steel scrap, No. one grade, about 4,000 mt. C&F Pusan, by U.S. flag vessel. PA#489-901-356-3202. Limited worldwide (901). Bid deadline June 13. Pusan Steel Co., Ltd., 126, Nakmin-Dong, Donglai-Ku, Pusan. Cable quotations accepted. FFO-SAI-3-342.

739 Business Services

★★ **NETHERLANDS—Trade Mission**

Manufacturer of cheese-making equipment wishes to employ a market research institution or firm to explore the possibilities of sale of this equipment in U.S. N.V. Machinefabriek A. Bijlenga, Willem Loréstraat 121, Leeuwarden. I.R.-164.★

★★ Wants servicing of top quality electronic computers or other sophisticated electronic equipment for European market. N.V. Beun-De-Ronde—H.V.L., Henri Polaklaan 2, Amsterdam. I.R.-167.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

200 Food

CHILE—All kinds of food products. Manuel Noguera & Cia., Ltda., (farm products, real estate broker), 312 Ahumada, Casilla 3355, Santiago. WTD 4/8/63.

GREECE—Cereals: wheat, corn, barley, oats, sorghum; requests replies from manufacturers only. Z.&A. Triantafillidis, S.C., (sales agent, commission agent), P.O. box 463, Athens. WTD 4/16/63.

201 Meat Products

GREECE—Tallow for the manufacture of soap; requests replies from manufacturers only. Z.&A. Triantafillidis, S.C., (sales agent, commission agent), P.O. box 463, Athens. WTD 4/16/63.

204 Grain Mill Products

SPAIN—Feedstuffs, especially meal of soybean, sesame, linseed and other seed; meat meal, powdered milk for animal feed. Exclusive agency on commission basis. Camilo Candela Pascual, (commission broker), Apartado de Correos 683, Plaza San Jaime 2, 3°, 2ª, Barcelona.

206 Sugar

GREECE—White refined sugar, fine, granulated, 99.8%; requests replies from manufacturers only. Z.&A. Triantafillidis, S.C., sales agent, commission agent), P.O. box 463, Athens. WTD 4/16/63.

209 Food Preparations

GREECE—Soybean oil, edible; requests replies from manufacturers only. Z.&A. Triantafillidis, S.C., (sales agent, commission agent), P.O. box 463, Athens. WTD 4/16/63.

SPAIN—Peanut, cottonseed and sunflower seed oil for human consumption, raw and refined. Exclusive agency on commission basis. Camilo Candela Pascual, (commission broker), Apartado de Correos 683, Plaza San Jaime 2, 3°, 2ª, Barcelona.

220 Textile Mill Products

GERMANY—Textile fabrics of all kinds for outer garments. Herbert Behrendt, (manufacturer's agent), 70 Duererstrasse, 415 Krefeld. WTD 3/8/62.

Worsted and carded cloths with a width of 60", either all synthetic or 55% wool, 45% synthetic; requests offers on a CIF Hamburg basis accompanied by samples; requests replies from manufacturers only. Ferdinand Staab, (manufacturer's agent), Hochallee 10, Hamburg 13.

GREECE—Wool and synthetic fiber piece goods. E. G. Caracatsanis, (sales agent), 19 Theodoraki St., Rhodes Island, Dodecanese WTD 5/8/63.

ITALY—Woolen and cotton textiles and artificial fibers for furnishings; requests replies from manufacturers only in French. Luciano Dolazza, (sales agent), 38 Via Francesco Siacci, Rome.

230 Apparel

GREECE—Wearing apparel for men and women; low priced nylon shirts; pleated skirts of wool and synthetic fibers; dresses of synthetic fiber pleated; sweaters and other knitwear, orlon. E.G. Caracatsanis, (sales agent), 19 Theodoraki St., Rhodes Island, Dodecanese. WTD 5/8/63.

233 Women's, Misses', Juniors' Outerwear

NORWAY—Dresses of synthetic and cotton fabrics; for women, misses, juniors. Requests replies from manufacturers only; price per dozen, and price per unit. T. Giverholt-Hanssen, (manufacturers' agent), 31 Nils Juelsgate, Oslo. WTD. 3/21/63.

251 Household Furniture

NETHERLANDS ANTILLES — Screened cribs, baby beds. M. P. Jacobina, (sales agent), 5-B Middenstraat, Willemstad, Curacao. WTD. 4/30/63.

273 Books

AUSTRALIA—Paper bound novels. Requests samples. R. & H. Industrial Textiles, (wholesaler, manufacturer), Suite 10, 100 Grey St., East Melbourne, Victoria.

281 Industrial Chemicals

PHILIPPINES—Inorganic pigments, pure chrome, prussian blue, milori red, synthetic iron oxide, red suboxide of copper, molybdated color; phthalic anhydride; soda ash, light and dense; calcium hypochloride; caustic soda, solid and flakes; requests c & f Manila quotations. Menzi & Co., Inc., (importer), 220 Buendia, Makati, Rizal. WTD. 10/2/62.

Activated carbon for declorizing and deordorizing sugar. Theo H. Davies & Co., (Far East), Ltd., (importer), Bonifacio Dr., Port Area, Manila. WTD. 3/1/62.

Organic & inorganic pigments. Theo H. Davies & Co., (Far East), Ltd., (importer), Bonifacio Dr., Port Area, Manila. WTD. 3/1/62.

282 Plastics Materials, Synthetic Resins, Synthetic Rubber, Other Man-Made Fibers

GERMANY—Thermoplastics without polystyrene; requests replies from manufacturers only. Ludwigsen & Co., Vertretung fuer Industriebedarf (sales agent), 17 Am Roggenhagen, 589 Schalksmuehle/Westf. WTD 3/26/63.

NORWAY—Nylon-reinforced plastic fabrics for production of tarpaulins, life boat tents and covers, life rafts, safety clothing, awnings, upholstery; particularly interested in high-visibility-colored products for personal safety and easier detection at sea, and protection against fire; requests replies from manufacturers only. Egrontim Im- og Eksport A/S, (manufacturers' agent), 14 Skippergaten, Oslo. WTD 8/24/62.

PHILLIPINES — Plastics; pe,pvc, polystyrene, plypropylene. Theo H. Davies & Co., (Far East), Ltd., (importer), Bonifacio Dr., Port Area, Manila. WTD 3/1/62.

Synthetic rubber & latex. Theo H. Davies & Co., (Far East), Ltd., (importer), Bonifacio Dr., Port Area, Manila. WTD 3/1/62.

283 Drugs

ITALY—Pharmaceutical specialties; Request replies from manufacturers only. Sigma-Tau, S.P.A., Industrie Farmaceutiche Riunite, (manufacturer, exporter, importer), Viale Shakespeare 47, Rome. WTD 8/27/62.

286 Gum, Wood Chemicals

PHILLIPINES—Tanning oils; vegetable tanning extracts. A. Soriano y Cia., (importer), Import Trading Dept., Ground fl., Soriano Bldg., Manila.

289 Chemical Products

NETHERLANDS ANTILLES—Commercial fireworks. M. P. Jacobina, (sales agent), 5-B Middenstraat, Willemstad, Curacao. WTD 4/30/63.

PHILIPPINES—Reagents for ore and metal concentration. Theo H. Davies & Co., (Far East), Ltd., (importer), Bonifacio Dr., Port Area, Manila. WTD 3/1/62.

311 Leather Tanning, Finishing

ITALY—Chrome-tanned calf half skins for shoe vamps and leather goods; Request replies from manufacturers only. Ditta Alfio Del Vecchio del dott. Agostino Morello, (manfacturer's agent), 1 Via Calatafimi, Ancona.

321 Flat Glass

AUSTRALIA—Colored sheet glass in flashed opal and flashed and pot colors; flashed ruby, signal green, signal yellow. Requests prices CIF sterling, inclusive agency selling commission, not less than 5%. Henry Brooks & Co., Pty., Ltd., (manufacturers' agent), 2 Queens Rd., Melbourne, S.C. 2., Victoria. WTD 5/7/63.

326 Pottery

FRANCE—Electrical insulators. M.I.C.E.L. —Materiel Isolant pour le Construction Electrique, (importer, exporter, wholesaler), 3 Avenue Aristide Briand, Cachan (Seine), WTD 3/8/63.

332 Iron, Steel Foundries

SOUTH AFRICA—Cast iron plummer blocks, and rubber mounted plummer blocks; requests replies from manufacturers only. W. M. Engineering Agencies, (Pty.), Ltd., (manufacturers' representative). P.O. box 11469, Johannesburg. WTD 5/2/63.

333 Primary Smelting, Refining of Nonferrous Metals

TURKEY—Tin sheets; correspondence preferred in French. M. E. Petrini & Co., (commission merchant, importing distributor), Alyanak Han 3, Asirefendi Cad., Istanbul. WTD 8/27/62.

342 Cutlery, Hand Tools, General Hardware

PHILIPPINES—Mechanics' hand tools; exclusive agency; requests replies from manufacturers only, catalogs. Quality Factors, (manufacturers' representative), R-208 Alliance Bldg., Rosario St., Manila. WTD 1/29/62.

343 Heating Apparatus, Plumbing Fixtures

PHILIPPINES—HRT steam boilers, 75 hp. & up; pressures of 100 psi, up. G.A. Machineries, Inc., (importer), Box 3161, Manila. WTD 10/12/62.

346 Metal Stampings

PHILIPPINES — Aluminum or stainless steel kitchenware. Exclusive agency. Vesta Commercial, (importer), 261 San Vicente, Manila. WTD 4/22/63.

353 Construction, Mining, Materials Handling Machinery

INDIA — Construction equipment, especially dragline shovels, excavators and bulldozers. B.R. Herman & Mohatta, (India), Pvt., Ltd., (importer, wholesaler, manufacturer), Mustafa Bldg., Sir Phirozshah Mehta Rd., Bombay 1. WTD 12/20/61.

354 Metalworking Machinery

PHILIPPINES—Metalworking machinery. Requests C&F Manila quotations. Menzi & Co., Inc., (importer), 220 Buendia, Makati, Rizal. WTD. 10/2/62.

SINGAPORE—Metal cutting and welding equipment for use with low pressure gas, i.e., butane. Requests replies from manufacturers only; quotations c.i.f. Singapore. Clyde International, Ltd., (electrical and mechanical engineering consultant and contractor), 403 Shaw House, Orchard Rd., Singapore 9. WTD 1/4/63.

355 Special Industry Machinery

GERMANY — Textile machinery of all kinds; requests replies from manufacturers only. Herbert Behrendt, (manufacturer's agent), 70 Duererstrasse, 415 Krefeld. WTD 3/8/62.

PHILIPPINES — Belt-sanders and other woodworking machinery. Requests C&F Manila quotations. Menzi & Co., Inc., (importer), 220 Buendia, Makati Rizal. WTD 10/2/62.

Food processing and canning plant equipment for meat, vegetables and fish. G.A. Machineries, Inc., (importer), Box 3161, Manila (Valenzuela, Bulacan). WTD 10/12/62.

356 General Industrial Machinery

PHILIPPINES—Horizontally split centrifugal pumps for high head, high capacity applications. G. A. Machineries, Inc., (importer), Box 3161, Manila (Valenzuela, Bulacan). WTD 10/12/62.

358 Service Industry Machines

FRANCE—Air-conditioning and purifying equipment for home use and light-duty commercial utilizations, such as: air-conditioning units and systems of various types; packaged air-conditioners; quick-attach cooling apparatus; control systems for all heating and cooling applications; automatic humidifiers and air-moisteners; dehumidifying and dehydrating apparatus; filters; thermostats; regulators; recorders, and humidity indicators; requests up-to-date equipment. Comptoir General du Froid, (sales agent, distributor, retailer), 21 Rue Honore-Tessier, Bordeaux, Gironde. WTD 4/16/63.

PHILIPPINES—Refrigeration compressors and equipment for ice making and cold storage plants. G.A. Machineries, Inc., (importer), Box 3161, Manila (Valenzuela, Bulacan). WTD 10/12/62.

363 Household Appliances

ENGLAND—Small electric household appliances to complement present line of electrically-heated serving trays; requests replies from manufacturers only. The Railway Signal Co., Ltd., (manufacturer), Fazakerley, Liverpool, 9. WTD 2/26/63.

366 Communication Equipment

ENGLAND—Signaling and detection equipment to diversify present line of level crossing gates, point connections, mechanical signals and other railway operating gear; offers engineering services; requests replies from manufacturers only. The Railway Signal Co., Ltd., (manufacturer), Fazakerley, Liverpool 9. WTD 2/26/63.

369 Electrical Machinery, Equipment, Supplies

BRAZIL—Insulating materials used in the manufacture of electronic components: asbestos, ceramic, fibre, glass, bonded mica, glass fibre, mylar, nylon, paper, phenolic, in strips, rods, sheets, fabric. Emile H. Staub S.A., (sales agent, distributor, manufacturer), Avenida Ipiranga 1067, Caixa Postal 4612, Sao Paulo. WTD 9/8/61.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

NORWAY—Manometers and related instruments and equipment for remote reading on broad merchant ships, particularly of pressures in steam boilers, steam pipes, lubrication systems, scavenge air, exhaust pressure before and after passing turbo-blower, pressure before and after passing air cooler of engine; requests replies from manufacturers only. Luftmateriell A/S, (manufacturer's agent), 2c Prinsensgate, Oslo. WTD 3/14/63.

394 Toys, Amusement, Sporting Goods

ITALY—All types of toys and games, in particular novelties; requests cif Italian port price quotations and illustrative material; Requests replies from manufacturers only. Exclusive agency for Italy. Mario Putti, (sales indent agent), Via Pietro Blaserna 5, Rome.

399 Manufacturing Industries

NETHERLANDS ANTILLES — Complete line of poultry equipment. M.P. Jacobina, (sales agent), 5-B Middenstraat, Willemstad, Curacao. WTD 4/30/63.

739 Business Services

UNITED ARAB REPUBLIC—Consulting engineer on retainer basis for firms interested in bidding on government contracts for supply of railroad equipment and supplies. Engineer Amin Wahba, (consulting engineer), 55 Gomhouria St., Cairo. WTD 1/6/62.

Leads for Importers

Commodities are offered direct unless specified.

203 Canning, Preserving Foods

★★ NETHERLANDS—Trade Mission

Dutch sauerkraut packed in 10 and 45 gallon barrels, three and five gallon casks and ½-10 quart cans—agency. Centraal Verkoopkantoor Voor de Zuurkool-Handel N.V., Broek op Langedyk (N.H.) I.R.-120.

204 Grain Mill Products

★★ NETHERLANDS—Trade Mission

Seek U.S. importer for re-packaging in bulk buckwheat flakes. Would also license U.S. firm for manufacture. Coda-Zutphen S.A., Zutphen. I.R.-187.★

208 Beverage Industries

★★ NETHERLANDS—Trade Mission

Seeks importer of bulk and bottled Kummel and Vodka and other beverage specialties. N.V. van Zuylekom's Distillery, Westerstraat 176, Amsterdam. I.R.-143. NCIA.

209 Food Preparations

★★ NETHERLANDS—Trade Mission

Wishes to appoint U.S. agent for mushrooms, fresh, canned or dried. Bruinsma, Amersfoort. I.R.-118.

212 Cigars

★★ NETHERLANDS—Trade Mission

Seeks exclusive distributor for Dutch cigars. Henri Wintermans Cigar Works, Eersel. I.R. 180

225 Knitting Mills, Products

★★ NETHERLANDS—Trade Mission

Ladies' wool dresses. Sindorff Confectie N.V., Damrak 49, Amsterdam. I.R. 205

227 Woven carpets, rugs

ICELAND—High quality all wool carpets, Wilton and Brunel weave, repetitive and plain colors. Vefarinn, Ltd., Einholt 10, (P.O. box 491) Reykjavik. WTD 5/14/63.

230 Apparel

BELGIUM—Knitwear ladies' and men's apparel. Setilrex Textielfabriek Jacques Rutgeerts, 46 Oosteindeke, Stekene. WTD 5/9/63.

232 Men's, Youths', Boys' Furnishing, Work Clothing

★★ NETHERLANDS—Trade Mission

Seeks agent for men's suitings in worsted and wool, synthetic and blends. N.V. Janssens Van Buuren, 29 Gasthuisstraat, Tilburg. I.R. 126

240 Lumber Products

CENTRAL AFRICAN REPUBLIC—Precious and semi-precious woods: Export sawed lumber to the U.S. 1" - 4" x 6" - 12" x 6' - 18'. Available varieties: sapelli—entandrophragma cylindricum, entandrophragma rufa; sipo—entandrophragma utile; ayous — triplochiton scleroxylon, samba scleroxylon, triplochiton nigericum; iroko—chlorophora excelsa, chlorophora regia; mukulungu—autranella congolesis, mimusops congolensis, mimusops le testui; doussie—afzelia bipindensis, afzelia bella, afzelia gracilior, afzelia pachyloba, afzelia zenkeri. A.L. Gaume & Cie, Boite Postale 125, Bangui. WTD 2/28/63.

243 Prefabricated Structural Wood Products

★★ NETHERLANDS—Trade Mission

Prefabricated houses of small cottage or weekend type. M. Levenbach, Burg v. d. Klokkenlaan 69, Waalwijk. WTD 11/27/62. I.R. 248.★

250 Furniture, Fixtures

GERMANY—Steel tubular revolving chairs and easy chairs used in offices; steel tubular chairs and tables; steel tubular chairs which can be stacked; steel school furniture; garden and terrace furniture; chairs for hair dressers; special chairs for medical purposes; steel tubular stools; collapsible tea trolleys. Drabert Soehne, 13-17 Wilhelmstrasse, Postfach 266, 495 Minden/Westf. WTD 4/29/63.

251 Household Furniture

★★ NETHERLANDS—Trade Mission

Knocked-down furniture such as bank settees, chairs, and room dividers. Swiport N.V., 444 Herengracht, Amsterdam. I.R.-116.★

264 Converted Paper, Paperboard Products

★★ NETHERLANDS—Trade Mission

Seeks buyers for self-adhesive in various sizes and thickness; self-adhesive transparent foil for book-linings, book-covering for protection of maps. Also sandpapers, emery cloths. Export Service "Bencas", P.O. box 18, Castricum. I.R.-66.

281 Industrial Chemicals

★★ NETHERLANDS—Trade Mission

Hydrogen peroxide, sodium nitrate, potassium nitrate, sodium ferrocyanide. Chemproha, Ringdijk, Zwijndrecht. I.R. 189★

289 Chemical Products

★★ NETHERLANDS—Trade Mission

Seeks buyers for cold glue, waterproof, which can be used directly from tins with no heating or additives. Also comes in drums—to be used on fabrics of all types, leather and all types of tarpaulins (but not plastics). Currently used by Dutch Government and military. "Verimex" Trading Co. Schotersingel 19, Haarlem. I.R.-3.★

307 Plastics Products

★★ NETHERLANDS—Trade Mission

Liquid plastic for cheese coating in bulk. Coda-Zutphens S.A., Zutphen. I.R.-192.

314 Footwear, except Rubber

★★ NETHERLANDS—Trade Mission

Ladies' and girls' shoes. M.J. Vesters Schoenfabrieken N.V., Kaatscheuvel. I.R. 70

342 Cutlery, Hand Tools, General Hardware

★★ NETHERLANDS—Trade Mission

Wants distributor for semi-automatic door closers. N.V. Dictator Deursluiter Mij., Brinklaan 48D, Bussum. I.R. 245 ★

★★ Diamond saw blades, drills core bits and grinding wheels. N.V. Ondix International, Zeist. I.R.-174.

343 Heating Equipment

ICELAND—New type central heating room radiators of modern Swedish design, made of copper tubing and aluminum sheets. H.F. Ofnasmidjan, Einholt 10, P.O. box 491, Reykjavik. WTD 5/14/63.

351 Engines, Turbines

★★ NETHERLANDS—Trade Mission

Slow RPM heavy diesel engines from 100 to 1,300 bhp—Representative arrangement or would consider license. N.V. Appingedammer Bronsmotorenfabriek, Appingedam. I.R. 220 ★

353 Construction machinery

NETHERLANDS—Exclusive agent in the U.S. for the sale of their counter-current mixers for concrete works and industry; also mechanical cutting bending machines for concrete iron bars for large contractors. Sales territory: Florida and California. N.V. Sonco, 86 Overschieseweg, Rotterdam-8. WTD 1/18/63.

355 Special Industry Machinery

★★ NETHERLANDS—Trade Mission

Hand looms. Wed. J. B. Vinks N.V., 32 Heuvelstraat, Tilburg. I.R. 101★

★★ Shoe repair and rebuilding and tannery equipment. M. Levenbach, Burg. v.d. Klokkenlaan 69, Waalwijk. WTD 11/27/62. I.R. 251★

★★ Seeks exclusive U.S. agent for the "speedpass" packaging machine. Handelsonderneming W.J. Pieterse., Nicolailaan 34, Bilthoven. I.R.-133.★

356 General Industrial Machinery

★★ NETHERLANDS—Trade Mission

★★ Seeks U.S. pump manufacturer to distribute Begemann centrifugal pumps in U.S. N.V. Koninklijke Nederlandsche Machinefabriek, Postbus 33, Helmond. I.R. 184★

★★ Air compressors and tools complete or disassembled. Grasso's Kon Machinefabrieken N.V., 's—Hertogenbosch. I.R. 127★

357 Office, Computing, Accounting Machines

★★ NETHERLANDS—Trade Mission

Cash registers and adding machines. Bé Kroes Cashregisters N.V., 58 Hertogstraat, Nijmegen. I.R.-140.★

★★ Seeks agent for office equipment, filing machines and data processing equipment. Staalmeubel N.V., Postbus 77, Beverwijk. WTD 10/30/63. I.R. 257★

358 Service Industry Machines

★★ NETHERLANDS—Trade Mission

Electric-hydraulic auto-lifters suitable for repair garages. Marco, Nieuwstraat 8, Spijkenisse. I.R. 185★

366 Communication Equipment

SWITZERLAND—Hasler radio paging system—personal pocket receiver; one Watt transmitter (for small-size organizations); 10 Watt transmitter (for extensive organizations). Requests reply from distributor who can command a sales organization covering the whole territory of the U.S., one who can service the device, (similar to radio or TV sets), has facilities for installing the necessary electrical equipment, also in buildings under construction. Hasler, Ltd., Berne. WTD 7/11/60. For brochure write to Commercial Intelligence Division. BIC, Rm. 1310, Department of Commerce, Washington 25, D.C.

367 Electric Components

★★ NETHERLANDS—Trade Mission

Wishes to export hi-fi speaker (U.S. Pat. 3,068,955) and to service electronic equipment for U.S. company. N.V. Merea, Prins Hendriklaan 2, Utrecht. I.R.-172.

369 Electrical Machinery, Supplies

★★ NETHERLANDS—Trade Mission

Specialty carbon brushes for aircraft propellers, generators. J. Morelisse Electrotechnische Fabriek, Edam. I.R. 278

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

★★ NETHERLANDS—Trade Mission

Instruments for oceanographic and harbor studies, recorders, transmitters, hydraulic laboratories, flow instruments and micromanometers. Van Essen N.V., Delft. I.R. 269

385 Ophthalmic Goods

★★ NETHERLANDS—Trade Mission

Eye-glass frames. Myo Trade, 30 Notweg, Amsterdam. I.R.-99★-NCIA.

391 Jewelry, Precious Metal

BRAZIL—Rough gemstones, such as: tourmaline in quartz, multi-color tourmaline, aquamarine, amethyst geode, amethyst crystals, topaz geode, crystal druse, citrine quartz, beryl tubes, rose quartz druse crystalized, kunzite crystal. Importadora e Exportadora Independencia, Ltda., Praca da Republica 250, 3° andar, Sao Paulo. WTD 2/6/63.

395 Pens, Pencils, Office Materials

★★ NETHERLANDS—Trade Mission

Seeks exclusive agent: a) for east-coast distribution; b) for middlewest distribution of 1964 Art Diary, ready for shipment in September. Advance copies now available. Firma V/H Jhr. J.G. Van Lennep, Dreef 13, Haarlem, I.R.-73.★

399 Manufacturing Industries

NETHERLANDS—Pipes, "Skippy" and

Tropic brands. Bicotex, 528-530 Herengracht, Amsterdam.

TURKEY—Turkish novelties and handicraft items, (slippers, copperware, dolls, meerschaum pipes). Nihat Isik, Buyukdere Cad. no. 141/2, Levent, Istanbul. WDT 4/30/63.

739 Business Services

★★ NETHERLANDS—Trade Mission

Market research and marketing consultants offer household analysis service of 1,000 homes and other research and survey work for U.S. firms. "Intomart" Instituut Voor Toegepast Marktonderzoek, 13 Steynlaan, Hilversum. I.R.-84.★

★★ Investment bankers and trustees offer supervising and reporting service on market conditions, competition; offer evaluation of existing arrangements, but primarily services are to assist U.S. firms in keeping impartial contacts with their European agents. Gleichman & Van Heemstra, 307 Herengracht, Amsterdam. NCIA. I.R.-81.★

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.

AUSTRALIA—The Commonwealth Government recently announced it will proceed with, and finance, construction of a standardized gauge rail track between Broken Hill in New South Wales and Port Pirie, a distance of over 200 miles; estimated cost is $45 million. Plans are still in a preliminary stage and tenders are not expected to be called for at least two months.

The project involves laying of a 4 ft. 8¼ inch track to replace existing narrow gauge (3 ft. 6 in.) track. Completion is scheduled for late 1968.

BURMA—According to press reports the government of Burma has agreed to implement the Mu River Irrigation Project as proposed recently (May 5) by the agricultural Ministry. The scheme, located in the Shwebo District, will provide water to an area of about 1.4 million acres at an estimated cost of $37 million.

The scheme includes construction of three large earth filled dams. Two will be holding dams and the third will have an outlet for irrigation canals and hydroelectric projects. Reportedly it is to be the largest irrigation project in Asia.

The project was proposed originally by the American consulting engineering firm of Knappen Tippetts Abbett and Robert Nathan Associates in 1952 now known as Tippetts Abbett McCarthy and Stratton (TAMS).

COSTA RICA—Following is a list of the contracts granted to Costa Rican firms for the installation of new plants or the expansion of existing facilities under the Industrial Encouragement Law of Costa Rica during the period January 1 to March 31. Some companies may have already completed arrangements for their building requirements but only a few, it is felt, have as yet equipped their plants. The list contains name of the manager and name of company, address of company, articles to be produced, and estimated investment.

Fabrica de Pisos, Ltda., Fernando y Alvaro, Apestegui S., San Juan de Tres Rios, Cartago, flooring, $95,000.

Imar, Ltda., Alejo Aguilar A., Barrio Sagrado Corazon de Jesus, San Jose, furniture upholstery springs, $275,000.

Indústrias Plásticas, Nacionales, Ltda., John Paul Bamberg Barry, Apartado 5123, San Jose, plastic bags, tubing and laminates, $500,000.

Neville Nelson Clark F., Apartado 2234, San Jose, household disinfectants, $35,000.

Cia. Textile Centro-americana, Ltda. Samuel Nowalski Berman, Apartado 1411, San Jose, knitted outerwear and underwear, $450,000.

Kativo, S.A., Frank Jirik, Apartado 4178, San Jose, synthetic resins and emulsions of polyvinyl acetates, $121,000.

Embotelladora Tica, Ltda., Eugene Renzi, Apartado 2025, San Jose, carbonated beverages, $1,820,000.

Weyerhauser de Costa Rica, (abandoned in May), Frederick Constantine, Limon, Plywood, $5,170,000.

Manufacturera de Mantas y Sacos, Rodolfo Hernandez G., Apartados 1602, San Jose, Multi-wall paper bags, $717,000.

Pierino Pelucchi & Miguel Lizano, San Jose, Plastics buttons and buckles, $96,000.

Industrias Plasticas Alajuelense, Ltda., Jose Manuel Llobet Riba, Alajuela, plastic boots, sandals, hose, and toys, $40,000.

EL SALVADOR—According to recent press reports 26,000 new telephones will soon be installed in El Salvador including new telephone lines for San Salvador and its suburbs, Santa Ana and San Miguel.

Bid invitations should be issued soon since the Government wants the work to proceed as rapidly as possible.

NORTHERN RHODESIA—Indicative of the "boom" situation in Northern Rhodesia are the following projects:

Bata Shoe Company, plans to build a factory in Lusaka in four stages over the next four years; estimated first stage cost about $280,000.

Hume Pipe Company Factory, for Launshya, cost $112,000, recently opened. Plant will make large diameter steel pipe.

Lever Brothers, proposes to construct first stage of soap factory in Ndola; estimated cost over $2 million. Completion scheduled for 1965.

Rhodesia Nyasaland Tobacco Company plans new cigarette factory for Lusaka; estimated cost $2.8 million.

Northern Rhodesia presently constructing buildings estimated at more than $29 million with another $19.6 million in the planning stage. Much of the work is in Lusaka.

Increased economic activity in the Lusaka area has been reflected in rent increases and a shortage of houses and industrial premises, indicating additional construction activity.

NORTHERN RHODESIA—An $84 million development plan for the 1961-1965 period includes the following:

Rural Economic Development £10.5 million (including £2.6 million for communications, £1 million for staff housing, £½ million for dams and weirs and £¾ million to finance production and marketing). *Crown Land Settlement, £400,000.*

Modern Economic Development, £10,338,000 (including £5 million in loans to local authorities and £4 million in loans for housing). *African Education and Staff Training*, £5 million including £2½ million for secondary education and £1½ for primary education).

Administrative and General Services, £3,172,000 (including £2½ million for police buildings and installations, and £¼ million for staff housing).

New Trade Lists

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated February unless otherwise indicated.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by U.S. firms located in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated March unless otherwise marked.

Advertising Media—Israel.

American Firms, Subsidiaries and Affiliates—Iraq.

American Firms, Subsidiaries and Affiliates—Switzerland, April.

Beverage, Alcoholic Importers and Dealers—Colombia.

Beverage, Alcoholic Manufacturers—Belguim, May.

Beverage, Alcoholic Manufacturers—Chile.

Book, Magazine and Periodical Importers and Dealers—South Africa.

Chemical, Synthetic Organic Manufacturers—Finland.

Curio, Novelty and Handicraft Manufacturers and Exporters—Switzerland.

Electronic Equipment for Home Entertainment, Phonograph Record, and Pre-Recorded Magnetic Tape Importers, Dealers and Manufacturers—Jamaica.

Feedstuff Importers, Dealers and Manufacturers—Turkey.

Fruit and Nut Importers, Dealers and Exporters—Iran.

Fruit and Nut Importers, Dealers and Exporters—Turkey.

Furniture Manufacturers—Jamaica.

Furniture Manufacturers—Trinidad and Tobago.

Hide, Skin and Fur Importers, Dealers and Exporters—Denmark.

Hide, Skin and Fur Importers, Dealers and Exporters—Turkey.

Leather and Shoe Findings Importers and Dealers—Nicaragua.

Lumber, Plywood and Veneer Importers, Dealers and Exporters—Norway.

Machinery and Equipment, Except Electrical Importers and Distributors—Malaya.

Medicinal and Toilet Preparation Importers, Dealers and Manufacturers—Finland.

Medicinal and Toilet Preparation Importers Dealers and Manufacturers—Turkey.

Mining Companies and Exporters of Ores—Turkey.

Motor Bus Lines and Transport Companies—Turkey.

Office Supply and Equipment, Paper and Stationery Importers and Dealers—France, February.

Office Supply and Equipment, Paper and Stationery Importers and Dealers—Morocco.

Paint, Varnish and Pigment Importers, Dealers and Manufacturers—Iraq.

Petroleum Products Importers, Dealers, Producers, Refiners and Manufacturers—Nigeria.

Printers, Lithographers, Engravers and Publishers—Ceylon.

Provision Importers and Dealers—Iran.

Tanneries—Portugal.

Tobacco and Tobacco Product Importers, Dealers and Manufacturers—Japan.

Waste Paper and Rag Importers and Dealers—Federal Republic of Germany and West Berlin.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Norman Joseph Beatty, representing Imperial Printing Co., Pty., Ltd, 397 Hay St., Perth, interested in technical research into **graphic arts, printing industry.** June 4 via San Francisco for 5 weeks c/o Qantas/United Airlines—in each city. Itinerary: Honolulu, San Francisco, Los Angeles, Salt Lake City, Chicago, New York, Rochester.

AUSTRALIA—Mr. P. T. Sanders, representing South Australian Co-operative Bulk Handling, Ltd., 185 Victoria Sq., Adelaide, interested in investigating technical problems and latest developments in **mechanical and electrical grain aeration, grain temperature measuring, dust collection, drying equipment associated with bulk grain Silos** with a view to importing this equipment. June 19 via Los Angeles for eight weeks. C/o St. Frances Hotel, San Francisco; Town House Hotel, Kansas City. Itinerary: Los Angeles, San Francisco, Portland, Minneapolis, Kansas City, Chicago, Washington, New York.

BELGIUM—Erneat Coole, representing his own firm, Boomesteenweg 293, Antwerp, interested in contacting **manufacturers of machine tools and machines used in metalworking industry.** Mid-June via New York for 3½ months. C/o E.C.J. Leenaerts, 232 W. 16th St., Holland, Michigan; c/o A. Drogemuller, 1515 E. Glenouks St., Glendale 6, Calif. Itinerary: New York City, Holland, (Michigan), Los Angeles, California.

ECUADOR—Galo Ycaza Valverde, representing himself and the Board of Waterworks of Guayaquil, Junte de Agua Potable, Clemente Ballen 211, Guayaquil, interested in visiting **potable water plants using slow-filtering process; manufacturers of algae-destroying equipment; and water desalinization plants.** First half of June via Miami for one month. C/o: Ecuadroean Consulate General, 30 Rockefeller Plaza, New York, N.Y. Itinerary: Miami, New Orleans, New York, Boston.

HONG KONG—Mr. N. C. Chang, representing International Textile Co., Ltd., & Grand Textile Co., 1135 Man Yee Bldg., Queen's Rd. Central, interested in contacting **manufacturers of machines used for applying coating to textile fabrics** as per attached sample. Also interested in obtaining information and materials used in the coating process. May 25 via New York for one month. C/o Mr. Gerald H. Tsai, 2420 Sedgwick Ave., Apt. 17-D, New York 68, N.Y. Intinerary: San Francisco, Chicago, New York, Washington, D.C., Raleigh, Boston.

INDIA—Manilal S. Doshi, Managing Director, representing B.M.K. Industries, Pvt., Ltd., Kalina Rd., Old Kurla, Bombay, interested in **rayon fabrics.** May 16 via Hawaii for 4 weeks. C/o Hotel Waldorf Astoria, New York, N.Y. Itinerary: Honolulu, Los Angeles, Seattle, New York, Lake Placid, St. Louis, San Francisco.

SPAIN—Alfredo Hogel, representing Alfredo Hogel, Rambla Volart 29, Barcelona, interested in **textile distribution; especially cotton and waste,** seeking exclusive agency for at least Catalonia, Valencia and Bilbao territories and preferably all Spain, for textile materials: 1.) waste (a) knitted, of cotton, wool, rayon or synthetic fibers, separate or in mixture; (b) woven, 65% worsted, 35% other materials; 2) finished textiles. June 5 for one month. C/o 1920 Pennsylvania Ave., Los Angeles, Calif. Itinerary: Los Angeles, San Francisco, Washington, D.C., New York.

SPAIN—Manuel Pareja Flaman, representing Manuel Pareja Flaman-Ediciones Rumbos, Montana 16, Barcelona, interested in contracts with American firms for **printing books in Spain, in Spanish and English, for sale in Latin America and U.S.** and requesting technical information from Stateside publishers on opportunities and techniques for joint operations in the printing business. May 9 via San Juan for 1½ to 2 months. C/o Instituto de Cultura Puertorriquena, Apto. 4184, San Juan, Puerto Rico. Itinerary: Miami, New York.

Construction project bids offered by Tunisia

A port construction project in the Republic of Tunisia, estimated to cost $8.5 million, has been opened to U.S. bidders.

The project, scheduled for completion within 30 months, covers harbor improvements at the Port of La Goulette. The principal items of work follow:

Excavation and dredging; paving and road-building; sewerage installations, and water and electrical supply. Warehousing and other buildings.

Quay, two ferry landings; two road bridges and a rail bridge.

Firms wanting to bid should notify Monsieur L'Ingenieur en Chef des Travaux Publics, Chef des Services des Ponts et Chaussees, Cite Jardins, Tunis, Tunisia, by registered mail before June 25. Applications should include details of similar work completed within the last three years; information on financial structure; personnel and engineering staff and equipment available for the work. The communication should be marked: "Improvement of the Port of La Goulette, Tunisia." Only firms approved by the Tunisian Government will receive bidding documents, including plans and specifications. Three months will be allowed for preparations and submission of bid.

A digest of the project is available for review at the Embassy of Tunisia, 2408 Massachusetts Ave., N.W., Washington, D.C.

Korea asks tenders for motor equipment

The Office of Supply, Government of the Republic of Korea, Seoul, by invitation no. kfx-3045-P, P. R. 63-60, with a bid deadline of June 11, has requested bids for the following equipment: electric hoist, one, 6000 lbs., lift 6 M, 5 hp. hoisting motor and 2 hp. running motor; wood turning lathe, one, heavy duty, high speed, 2 hp. electric motor, 60" between centers; hand planer and jointer, one, 12" 2 hp.; electric furnace, one, 15 kw., 1100°C, 12" x 7" x 27" ID; muffle furnace, one, 1.8kw., 1100°C, 4½" x 4" x 10¼" ID; armature coil spreader, one, 60", dynamometer for testing electric motors from 0-100 hp.; pneumatic forging hammer, one, 500 lbs., 23" stroke, 140 blows per min., 106" hammer height, 30 hp. electric motor.

Copy of the tender is available on short loan basis to firms in the U.S., from the General Industrial Equipment and Components Division, BDSA, Department of Commerce, Rm. 4022, Washington 25, D.C. (Telephone: Worth 7-5589).

Argentina to construct diversion bridge-dam

The Provincial Entity of Rio Colorado (Ente Provincial del Rio Colorado) invites bids under public tender no. 2/63 for the construction of a diversion bridge-dam at "Punto Unido" near Colonia 25 de Mayo, Province of La Pampa.

The estimated cost of this project is US$2,900,000.

Copies of the specifications may be obtained from Ente Provincial del Rio Colorado, San Martin 244, Santa Rosa, La Pampa, Argentina, at a cost of US$88.10 (12,000 Argentine Pesos) per set.

Deadline for bids is July 5. Bids should be addressed to the Provincial Entity of Rio Colorado as indicated. Correspondence in Spanish is preferred.

India requests bids for railway spans

The President of India, through Joint Director (Track), Ministry of Railways, Railway Board, New Delhi, invites bids for 14 BG ML standard 100' spans (870 L.T. approx. weight), and 30 BG ML 150' spans (3530 L.T. approx. weight) through type girders to Indian Railways Specification no. B-1 (47).

Bid deadline is June 24. Tender documents are available from India Supply Mission, (Ref. D/ENQ/689), 2536 Massachusetts Ave., N.W., Washington 8, D.C. for $5.25 each.

Taiwan invites tenders for communication equipment

The Purchasing Department, Central Trust of China, 68 Yen Ping Nan Rd., Taipei, Taiwan, is inviting bids on behalf of the Taiwan Power Co. for the supply of mobile vhf radio communication equipment.

Intended procurement includes 20 fm transmitter/receiver combinations (10 for operation at 158.31 mc. and 10 at 153.31 mc.) together with antennas, spare parts and test equipment.

Transmitter output will be 15 watts minimum; receivers and power supplies will be full transistorized.

The closing date for submission of bids under job no. GFD-15327 (H) is June 10. Interested firms can review tender documents, specifications, and instructions in the Electronics Division, BDSA Rm. 4125, Department of Commerce, Washington 25, D.C.

New Zealand railways need freight impact recorder

The Comptroller of Stores, New Zealand Railways, Wellington, C.1., New Zealand, has issued worldwide tender no. NZR 63/940 for one freight car impact recorder.

Bid deadline is August 7.

Tender with specifications may be procured from G. Brennan, Senior Trade Commissioner, New Zealand Senior Trade Commissioner, 1145 - 19th St., N.W., Washington 6, D.C.

☆ U.S. GOVERNMENT PRINTING OFFICE: 1963—651963/46

Calendar
for international traders

June

5—2nd Annual International Trade Conference, School of Business Administration, University of California at Los Angeles (UCLA). **Los Angeles, Cal.** Sponsor: UCLA and the U.S. Dept. of Commerce Los Angeles Field Office.

5—Delaware World Trade Conference, Gold Ballroom, Dupont Hotel, **Wilmington, Del.** Sponsor: Delaware State Chamber of Commerce and Philadelphia Regional Export Expansion Council. Speaker: Draper Daniels, National Export Expansion Coordinator.

6—Dinner Meeting of the Foreign Trade Assn. of the Lehigh Valley and the Reading Foreign Traders, **Allentown, Pa.** Commerce Speakers: Roy L. Morgan, Director of Field Services and David Jamison, Director of the Philadelphia Field Office.

6—Machinery-Metals Export Club Meeting. Advertising Club of **New York.** Speaker: Walter Diamond, Research Director, Foreign Credit Insurance Assn.

6-7—Export Expansion Seminar, **Memphis, Tenn.** Speaker: Neil C. Hurley, Chairman, National Export Expansion Council.

7—One-day Conference on New Opportunities in International Business, University of California, Sproul Hall, **Los Angeles, Cal.** Sponsors: Los Angeles Chamber of Commerce, Los Angeles Field Office of the U.S. Dept. of Commerce, Small Business Administration, Regional Export Expansion Council.

10-11—FCIA Conference, **Columbus, Ohio.** Sponsor: Ohio Assn. of Capital Stock and Insurance Representatives. Speaker: T. H. Bivan, Chairman of FCIA's Governing Committee.

10-12—Douglas Fir Plywood Assn. Conference, **Portland, Ore.** Commerce Speaker: Daniel Goldy, Administrator of the Business and Defense Services Administration.

11—St. Louis Rotary Club Dinner, **St. Louis, Mo.** Commerce Speaker: Secretary of Commerce Luther Hodges.

11—The Emerging World Enterprise —Seminar on World Economic Developments. Monteleone Hotel, **New Orleans, La.** Sponsors: International House, Regional Export Expansion Council, New Orleans Clearing House Assn., U.S. Department of Commerce New Orleans Field Office.

13—Second Annual Conference on International Business. University of San Francisco, **San Francisco, Cal.** Sponsors: University of San Francisco; San Francisco Field Office of the Dept. of Commerce; and the San Francisco Regional Export Expansion Council.

13—Monthly Luncheon Meeting, International Trade Club of Chicago, LaSalle Hotel, **Chicago, Ill.**

17-19—American Marketing Association Annual Convention, **Washington, D.C.** Speaker: Jack N. Behrman, Assistant Secretary of Commerce for Domestic and International Business (June 18). Richard Holton, Assistant Secretary of Commerce for Economic Affairs, and Eugene M. Braderman, Director of the Bureau of International Commerce (June 17).

17-19—Third Annual Trade Institute. Hotel Duluth, **Duluth, Minn.** Commerce Speaker: Draper Daniels, National Export Expansion Coordinator.

18—Luncheon Meeting, International Executives Assn. Hotel Statler Hilton, **New York, N.Y.**

19—Hampton Roads Foreign Commerce Club Luncheon. **Hampton Roads, Va.**

19-20—World Marketing Conference. McCormick Place, **Chicago, Ill.** Sponsor: Chicago Association of Commerce and Industry. Commerce Speaker: Under Secretary Franklin D. Roosevelt, Jr. (June 19).

19-July 7—5th Annual Chicago International Trade Fair. McCormick Place, **Chicago, Ill.** Sponsor: Chicago Association of Commerce and Industry.

20—17th Anual Pittsburgh World Trade Conference. Penn-Sheraton Hotel, **Pittsburgh, Pa.** Commerce Speaker: George Donat, Deputy Director Bur. of Int. Commerce.

21—Foreign Traders Outing. Manufacturers Country Club, **Philadelphia Pa.** Sponsor: Foreign Traders Assn. of Philadelphia.

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